

“Cannabinoid Science and Innovation - Germany has been the shining Example for the last five years”



“Rational regulations, scientific expertise and insurance coverage are driving this next and most significant wave of durable wealth creation”. Based on this triad, Paris-based ÓSKARE CAPITAL promises high yields even in uncertain times and launched the Dublin-based investment fund OSKARE FUND I in June 2020, primarily focusing on investments regarding development of medical and pharmaceutical cannabinoid-based products, related infrastructure, innovative solutions as well as pioneering technologies within the global medical cannabinoid industry. FondsTrends interviewed visionary and co-founder Bruce Linton to discuss the underlying reasons why especially Europe provides an ideal environment in terms of research and emerging markets, ongoing regulatory trends, and how the strength of words affects our fundamental views.

FondsTrends: Mr. Linton, you have gone from high-tech through dot-com and infrastructure to cannabis. What has led to this development? What is the philosophy behind OSKARE?

Bruce Linton: To me, there should always be a look at politics and public perception and how the big things are changing, because those are the massive opportunity creators. High-tech, for example, occurred because of several intentions, such as the deregulation of monopoly phone suppliers. I dealt with infrastructure because people were then moving rapidly to cities, and in some places the majority of people lived in non-urban settings and

there was a need for infrastructure. When I got into cannabis psychedelics and the co-creation of OSKARE, I saw about a decade ago that the regulatory framework and the public perception about cannabinoids and other active ingredients that we call psychedelics were going to change, because until then they were talking about prohibited molecules that were very effective at impacting human perception of things.



Bruce Linton

Billions of dollars were spent on big Pharma trying to invent new molecules while existing molecules were prohibited. Why don't we start with one that works and modify it? The reason OSKARE made such sense to me is that Europe has the best public policy and the most rational public perception of scientific endeavours to figure out how things work. In Europe, facts are facts that are dealt with on a scientific basis, and if I go to Germany, I can get licenses to do work and create medical ingredients in the medical products that I can then take through a whole process. I do not have a path like that in America. In America, they are still federally illegal. You cannot use most of the resources that exist and if you are a large corporation, you cannot participate.

FondsTrends: The fund solely invests in European companies. Why Europe, and why now?

Bruce Linton: Well, if we put those parameters on an investment analysis, almost all the opportunities are based in Europe. If we put a second parameter, which is a team, science, and a reasonable valuation, then almost 100% of the prospects exist in Europe, so by default, or at least due to two variables, this is a European-based fund seeking to invest in Europe and then globalise the resulting products. I think the way a German sleeps is not really different than the way an American or Canadian sleeps. If you sleep poorly as an anxious man at the age of 40, your accent is irrelevant.

FondsTrends: Third-generation cannabis research is at the centre of the investment process, with some referring to it as "psychedelics", whereas you seem to prefer „neuromedicine“. What is the difference?

Bruce Linton: If anyone says psychedelics, some people think of Jimi Hendrix's music. A conversation where someone talks about neuromedicine is much more permissible than talking about psychedelics. People do not want to hear about THC, CBD, marijuana or weed even if all these terms may capture the same topic. But talking about cannabinoids, it is possible to start speaking about their number and the potential of the diverse range that exists

without immediately bringing biases from people who do not like the smell of a burning joint. I think this it is very important. Let us pick words that lead to conversations or potentially discussions about the outcomes you are seeking, because you will often find common ground with people, as regrettably we all know people who may have experienced the same challenges that we are trying to solve ourselves right now. Words matter. Select your vocabulary carefully because it will absolutely impact the conversation you have.

FondsTrends: What distinguishes the European medicinal cannabis market from the American market? What were the major benefits, and what were the obstacles? If you down to top three top three.

Bruce Linton: Top Three. First it is federally legal in the European environment and illegal anywhere in the US. Second, the public perception in the US and for example in Germany is completely different. Third, every offered item in Germany or in any European country is legalised. You can be sure to get the same thing tested extensively in the same way every time. The uniformity and consistency of something across the nation does not exist in the US and therefore, as a potential customer or patient, you cannot even expect to be able to use the same product every day.

FondsTrends: Interesting, if we think of unification that brings us almost automatically to the COVID-19 pandemic because that seems to be a great unifier at the moment. While Canadian researchers are working on a cannabis-based treatment linked to the COVID-19 virus, daily cannabis products are more and more in demand, which is a rising concern for addiction experts. What do you think: How will the Corona pandemic affect the development of the cannabis industry, and how should this development be assessed?

Bruce Linton: Because of Corona, people are staying in their homes and that is stressful. Maybe ten years ago they might be buying a lot more alcohol and now I think people want to find relaxation in a more self-medicating way. I suspect what we are going to find is people who are using cannabis will have a far less likelihood of having the police at their house. That is because it is not the same reaction in their bodies, it is not based on a depression molecule and has less interactions than alcohol. I think when it is legally available and when you regulate cannabis production like they do in Germany, it just becomes measurable. There are people now who have a license to grow cannabis in Germany. That creates jobs. I think COVID-19 is going to be a force and every country will be looking for new ideas on how to give people jobs as well as generate new tax streams.

FondsTrends: Medical cannabis is now legal in parts of Europe, and the regulatory frame-

work is becoming more pronounced almost by the day. Where do you expect to see the strongest growth in the next few years?

Bruce Linton: In my view, it is not across Europe yet, it still varies by country and for me, Germany has been the shining example for the last five years. If someone outside of Europe is looking to Europe and saying what country should be the leader in regulating something, you could not hope for more than Germany. Denmark is doing a terrific job as well. When I look across the region, there are more and more bright spots and even France is starting to move. What I see is that regulation is almost turning into a competition to see who is the best and where it can move. That is going to attract capital for research and encourage scientists to apply existing best practices from other fields to cannabinoids because they are no longer prohibited. That is where you get innovation.

FondsTrends: To conclude on a more personal level: How have you experienced the COVID-19 pandemic and the impacts it has so far had on work life?

Bruce Linton: In 2019 I was travelling a lot and since March 2020 I had been staying at home like a five-year-old and the only thing I could control was what I eat and when I go to bed. But this time is also very productive, and I am becoming more interested in environmental outcomes. I think I am optimistic to say that the positive thing about COVID-19 is going to be that we now expect and demand better environmental responses in many countries to everything being rebuilt. I hope it becomes fashionable to say: "here are the good things that happened to me during COVID-19". Many people use the saying the cup is half full or half empty. Is there any chance I can keep the cup even if it is empty? I do not want to get upset about the contents of it today. What is the application forever? If I can keep it forever, I will have a thousand things I can use it for. So, I do not really care what is in it today.

FondsTrends: We could not agree more. Mr. Linton, we thank you for the informative interview and wish you continued success!

Interview published by:
Hauck & Aufhäuser Fund Services S.A.

1c, rue Gabriel Lippmann
L-5365 Munsbach
Grand Duchy of Luxembourg

Phone: +352 45 13 14 500
Fax: +352 45 13 14 519
Mail: info@fondstrends.lu
Website: www.fondstrends.lu