



3/12/2025

New Lake Capital Partners (NLCP)

Company update: Overweight

Key Highlights:

- Recent pullback following the IIPR/PharmaCann tussle is overdone, in our view. NLCP manages a better-quality book, and its rental rates are lower.
- The stock is attractively valued trading at a 20% discount to par and paying a dividend yield ~700bp above 10-year Treasury bills.
- Prudent portfolio management. Unlevered B/S at only 2% debt to equity.
- We attach our updates estimates post 4Q24.



AFFO/share \$	CY23	CY24	CY25e	CY26e
1Q	0.454 A	0.523 A	0.526 E	0.531 E
2Q	0.456 A	0.526 A	0.528 E	0.534 E
3Q	0.467 A	0.513 A	0.514 E	0.528 E
4Q	0.510 A	0.522 A	0.515 E	0.529 E
CY	1.888 A	2.084 A	2.083 E	2.122 E
Div/share \$	CY23	CY24	CY25e	CY26e
1Q	0.39 A	0.40 A	0.43 E	0.45 E
2Q	0.39 A	0.41 A	0.43 E	0.45 E
3Q	0.39 A	0.43 A	0.43 E	0.45 E
4Q	0.39 A	0.43 A	0.45 E	0.45 E
CY	1.56 A	1.67 A	1.74 E	1.80 E
Share price (\$)	\$15.41			
Share count (mn)	20.5			
Market Cap (\$Mn)	316			
Ticker	NLCP			
Rating	Overweight			
Price target	No PT			
Fiscal Year	Dec			

BVPS \$	CY23	CY24	CY25e	CY26e
1Q	19.70 A	19.66 A	19.21 A	18.66 E
2Q	19.61 A	19.54 A	19.09 A	18.52 E
3Q	19.72 A	19.48 A	18.96 A	18.37 E
4Q	19.73 A	19.34 A	18.80 A	18.22 E
Debt/Eqty	CY23	CY24	CY25e	CY26e
1Q	0.5% A	1.0% A	2.2% E	4.6% E
2Q	0.5% A	1.9% A	2.7% E	5.9% E
3Q	0.5% A	1.9% A	3.2% E	8.0% E
4Q	0.5% A	1.9% A	3.8% E	9.1% E
Performance	NLCP	MSOS	S&P500	
30d	-7%	-21%	-7%	
90d	-21%	-26%	-8%	
1yr	-5%	-63%	10%	

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Company Update

We rate NLCP Overweight. The fallout from the IIPR/PharmaCann tussle has dragged down NLCP shares (IIPR -33% last 90d and NLCP -18%). As we explain here, we think NLCP manages a better-quality book and its rental rates are lower. The stock now trades at 20% discount to BVPS (IIPR +5%) and pays a dividend yield of 11.1% (7pr above 10yr Treasuries). Re the two tenant issues, we believe there should be demand for the PA property (state could flip rec), so we do not model any EPS impact in that case; on the other hand, we estimate the MA property represents about a 1c risk (by 3Q25, not before) to the quarterly AFFO of 52c (and we factor this from 3Q25).

About 4Q24 (NLCP reported results before the open on Thu 3/6). Rental income of \$12.3Mn was in line with 2Q and 3Q (escrow covered the Calypso rental; and the numbers reflect Revolutionary Clinics paying half rental per month; in both cases this is in line with prior arrangements), and there were no major changes in recurring expenses. AFFO per share of 52c was mostly in line with recent quarters (1Q 52c; 2Q 53c; 3Q 51c). The company declared a 43c dividend for 4Q24 that was paid on 1/15/25. It ended CY24 with 20.5mn shares (it has \$8Mn left in a share repurchase program).

About the NLCP property portfolio as of Dec'24. The NLCP NREP is 100% rented, and it consists of 32 properties (17 dispensaries and 15 cultivation facilities) in 12 states, with 13 operators (of which 7 are private). Per management, EBITDA coverage for the cultivation facilities is 3.4x and 8.8x for the retail stores (4x four-wall coverage average). The book has 13.4 years remaining lease terms on average.

- **Portfolio growth.** During 4Q, NLCP funded \$1.2Mn in B&TI (\$15.1Mn for CY24), on a gross real estate base as of Sep'24 of \$430.3Mn (YE23 was \$412.3Mn). So, for the year, the gross property portfolio was up 5% (0.3% qoq in 4Q), and the net book was up 1.7%. Unfunded commitments at the end of Dec were \$11Mn (all related to C3 in CT).
- **Acquisitions:** In CY24 NLCP purchased a cultivation facility in CT (C3 Industries) for \$4Mn and committed to fund \$12Mn in building and tenant improvements. In 2023, NLCP also made only one acquisition (with C3 too in MO), for \$350K.
- **Construction in progress** at the end of Dec amounted to \$2Mn (\$1Mn each with C3 in CT and Calypso in PA).
- **Portfolio concentration.** Five operators (four public) accounted for 64% of total rental income in CY24 (Curaleaf 23%; Cresco 14%; Trulieve 11%; Cannabist 9%; Calypso 7%; by 4Q, the 5th slot had been taken by C3). Five states accounted for 86% of NLCP's rental income in CY24 (PA 26%; FL 19%; IL 18%; MA 12%, MO 11%).



Outlook and forward commentary.

- The pace of recent acquisitions and the unfunded BTI commitment balance point to little growth in CY25. Real estate acquisitions were only \$4Mn in CY24 and \$0.35Mn in CY23 compared with \$60Mn in CY22. Unfunded commitments as of YE24 for \$11Mn relate to only one property (a 58K sq ft facility in CT with C3 Industries). So far in 1Q25, NLCP bought a store in OH for Cresco (it paid \$276K and has committed to >\$700K in improvements).
- Given ongoing industry challenges, management will maintain a cautious stance in term of portfolio growth, in our interpretation. Management says it is focused on working with quality operators, in license-restricted states, and structuring leases with appropriate cash flow coverage.
- That said, in the event of reg unlocks at the state and federal level, it has access to new debt and equity capital. NLCP has access to a \$50Mn equity facility (ATM), which we believe it would tap only in the case of significant state level regulatory unlocks (PA going rec), or major changes at the federal level. It also has access to a \$90Mn revolving credit facility (only \$7.6Mn used as of YE24), which can be increased to \$100Mn under certain conditions) at a fixed rate of 5.65% for the first three years (thereafter at Prime plus an applicable margin of 1% to 4.75%).
- Regarding the two issues in the portfolio (representing 10% of AFFO; ~12% of rental income): The receiver for Revolutionary Clinics (MA) has agreed to continue to pay rent (at half the rate, as part of a previous agreement) thru end of 2Q25; after that NLCP will take the property back if it not released. In all this represents only 1c per share of earnings (per qtr); to be conservative we assume this goes to zero from 3Q25. Calypso (PA) represents about 4c in earnings per qtr and escrow covers half of 1Q25; in the call management sounded confident it will find a new tenant for this property given interest in the PA market (as it may flip to rec); besides, per recent reg changes in PA, the cultivation license allows for the opening of three dispensaries. So, we do not model any loss of rental income in the case of Calypso.

Rental rates. As we explained in a [recent report \(12/23\)](#), we believe the tussle between IIPR and PharmaCann related to rather high rental rates (\$70/sq ft). NLCP rates are well below those levels, so we see no ripple effect. For example, we calculate the two deals with C3 (cultivation in CT and MO) equate to \$24/sq ft; Mint <\$29; Cresco >\$28. The Curaleaf leases (a 417K sq ft facility in FL plus nine dispensaries across various states) average \$24 (which means the cultivation lease is below that given typically higher rates for stores). Per the 10-K disclosure, for the total portfolio, cultivation leases accounted for 92% of total rental income in CY24 (average rate of \$28.3/sq ft; 15 properties) with stores accounting for the rest (\$45.4/sq ft; 17 properties).

The growth potential for MJ sale lease back operators. The growth outlook for the sale lease back companies is mostly predicated on more states going rec or big states going med. Without significant change on this front, there may be less expansion to fund for the sale leaseback operators, with the mortgage REITs better placed to lend against existing unencumbered real estate assets and BDCs lending against cash flow. The potential growth “bull case”:

- Continued growth in undersupplied rec markets (in order of market size opportunity): NY, NJ, OH, and CT.
- Large med markets that could flip to rec in the next two years: PA and VA. Here we should also include MN and DE, two states that already approve rec with only start dates still TBD exactly.
- New medical markets (or existing ones expanding): GA, TX, KY, and NE
- See our [Macro Views](#) report for greater color on the regulatory context.

Stock performance and valuation. At \$15.49, NLCP trades at a 20% discount to par (BVPS \$19.34 4Q24), and the cash dividend yield is 11.1% (43c x 4), almost 7pt above 10-year Treasuries. Despite the issues with Rev Clinics and Calypso, we estimate the dividend is well covered (120% in 4Q24; the 43c dividend was 82% of AFFO in 4Q24), especially considering the NLCP spread (rental yield close of 12% vs. debt cost of 5.65%). The weighted average yield is 12% (the book has 2.6% annual rent escalations).

Table 1: MJ Lenders Valuation Comps

	12-Mar-25 US\$ price	BVPS	Disc Prm	Regular DPS	Dividend Yield	Z&A Spot EV	mn shares	mn deriv	Total Mkt Cap	Gross Debt	Cash	Net Debt to Equity	Equity	Pref Stock & Min Int
AFCG	\$8.52	\$9.91	-14%	\$0.33	15.5%	216	22.0	0.3	189	148.5	122.2	-12%	218	
IIPR	\$70.80	\$68.34	4%	\$1.80	10.2%	2,176	28.3	0.3	2,027	297.9	151.2	-8%	1,936	23.6
LIEN	\$11.37	\$13.49	-16%	\$0.34	12.0%	255	22.8		259	0.0	30.7	10%	308	
NLCP	\$15.41	\$19.34	-20%	\$0.43	11.2%	307	20.5	0.2	320	7.6	20.2	3%	397	7.2
REFI	\$15.50	\$14.83	4%	\$0.47	12.1%	377	20.9	0.4	330	55.0	26.4	-9%	310	

Note: We take latest reported numbers (so this may not equate with FactSet based tables shown in the appendix)

Source: Latest company reports; Z&A calculations

- Performance: The volatility in 10-year Treasuries has certainly affected the sector, but NLCP in particular has been dragged down by the fallout from the IIPR/PharmaCann matter. Industrial REITs in general (see appendix) are down 2% in the last 90d (and +1% in the last 30 days), with NLCP -20% (-7%) and IIPR -32% (-2%). Mortgage REITs are down 9% in the past 90 days (-1% in the last 30d), while REFI is -2% (+2%) and AFCG is down 12% (0%). During the last 90d, the MSOS ETF is down 32% (-22% last 30d) and the S&P500 is down 8% (-8%).

- Direct Comps: IIPR, the most direct comp, pays a 10.1% dividend yield (4 x \$1.80 over \$71.53) and trades at a 5% premium to par (4Q BVPS \$68.34). The latter is NYSE listed (NLCP trades OTC).
- Non MJ Comps – Industrial REITs not in cannabis: According to FactSet, as shown in the appendix, industrial REITs on average trade at a 61% premium to par (some like EastGroup Properties at ~185% premium), with very few exceptions below par (Industrial Logistics Properties being one). On average, industrial REITs pay dividend yields of 4.8%.

Table 2: Stocks mentioned in this report

Company name	Ticker	Ticker	Rating
US MSOs			
4Front Ventures		FFNTF	not rated
Ascend Wellness		AAWH	will cover
AYR Wellness		AYRWF	not rated
Cannabist		CCHWF	not rated
Cansortium		CNTMF	not rated
Cresco Labs		CRLBF	Overweight
Curaleaf Holdings		CURLF	will cover
GlassHouse Brands		GLASF	not rated
Gold Flora		GRAM	Overweight
Green Thumb Industries		GTBIF	Overweight
Grown Rogue		GRUSF	not rated
Jushi Holdings		JUSHF	Overweight
MariMed		MRMD	Overweight
Planet 13 Holdings		PLNHF	Overweight
Schwazze		SHWZ	not rated
TerrAscend		TSNDF	will cover
TILT Holdings		TLLTF	Neutral
Trulieve Cannabis		TCNNF	will cover
Verano Holdings		VRNOF	Overweight
Vext Science, Inc.		VEXTF	Overweight
Vireo Growth		VREOF	will cover
Finance (MJ) Companies			
AFC Gamma		AFCG	Overweight
Chicago Atlantic BDC		LIEN	will cover
Chicago Atlantic REAF		REFI	Overweight
Innovative Industrial Properties		IIPR	will cover
New Lake Capital Partners		NLCP	Overweight
SHF Holdings		SHFS	not rated

Company name	Ticker	Rating
Canada LPs		
Aurora Cannabis	ACB	Neutral
Auxly Cannabis Group	CBWTF	not rated
Avant Brands	AVTBF	not rated
Avicanna	AVCN	not rated
Ayurcann Holdings	AYURF	not rated
Cannara Biotech	LOVFF	not rated
Canopy Growth Corporation	CGC	will cover
Cronos Group	CRON	not rated
Decibel Cannabis Co	DBCCF	Overweight
Organigram Holdings	OGI	not rated
Rubicon Organics	ROMJF	will cover
SNDL	SNDL	not rated
Tilray Brands	TLRY	Neutral
Village Farms Intl	VFF	Overweight
Other		
Agrify	AGFY	not rated
Cannapresso	TBD	not rated
Cantourage AG	HIGH:FF	not rated
Flora Growth	FLGC	not rated
Grow Generation	GRWG	not rated
Intercure	INCR	not rated
Ispire Technology	ISPR	will cover
Leafly	LFLY	not rated
LFTD Partners Inc.	LIFD	Overweight
Smoores International	SMORF	will cover
Springbig	SBIG	not rated
Urban-gro	UGRO	not rated
WM Technology	MAPS	Neutral

Source: Z&A ratings



Appendix I: Company Financials

12 March 2025

NLCP: Outlook and Company Update Post 4Q24 Print

Exhibit 1: Financial Highlights

US\$ 000s	Dec CY22	Dec CY23	Mar 1Q24	Jun 2Q24	Sep 3Q24	Dec 4Q24	Dec CY24	Mar 1Q25e	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	Dec CY26e	Dec CY27e
Total revenues	44,794	47,304	12,608	12,455	12,554	12,514	50,131	12,451	12,430	12,209	12,212	49,303	50,535	51,697
qoq ch %	na	na	-3%	-1%	1%	0%	na	-1%	0%	-2%	0%	na	na	na
yoy ch %	na	6%	10%	9%	9%	-4%	6%	-1%	0%	-3%	-2%	-2%	2%	2%
guidance					na	na	na	na	na	na	na	na	na	na
Profit metrics														
Expenses	-22,218	-22,482	-5,645	-5,502	-5,931	-6,295	-22,864	-5,654	-5,631	-5,627	-5,645	-22,557	-23,172	-23,777
as % of inv inc		-48%	-45%	-44%	-47%	-50%	-46%	-45%	-45%	-46%	-46%	-46%	-46%	-46%
Income from ops	22,516	24,655	6,977	6,965	6,635	6,219	26,796	6,797	6,800	6,582	6,567	26,746	27,363	27,920
as % of inv inc		52%	55%	56%	53%	50%	53%	55%	55%	54%	54%	54%	54%	54%
consensus					9,280	10,903	41,220	na	na	na	na	38,833	0	0
AFFO	38,661	40,654	10,960	11,019	10,763	10,949	43,689	10,811	10,838	10,549	10,566	42,763	43,578	44,313
per share	1.81	1.89	0.52	0.53	0.51	0.52	2.08	0.53	0.53	0.51	0.51	2.08	2.12	2.16
EPS														
EPS	0.31	0.34	1.16	0.33	0.33	0.31	0.29	1.27	0.31	0.31	0.30	0.30	0.30	0.29
consensus						0.50	1.91	na	na	na	na	1.74	0.00	0.00
DPS - regular	1.35	1.56	0.40	0.41	0.43	0.43	1.67	0.43	0.43	0.43	0.45	1.74	1.80	1.80
consensus						0.60	2.36	0.61	0.62	0.62	0.62	2.46	0.00	0.00
DPS as % of AFFO					84%	82%	80%	82%	81%	84%	87%	84%	85%	83%
BS & CF highlights														
Equity	423,549	404,585	403,316	401,630	399,663	396,765	396,765	394,375	391,954	389,271	386,117	386,117	374,161	361,692
Net cash (debt)	42,206	23,843	17,546	13,087	12,233	12,613	12,613	12,329	9,659	6,747	4,594	4,594	-14,002	-33,751
cash	45,192	25,843	21,546	20,687	19,833	20,213	20,213	20,929	20,259	19,347	19,194	19,194	20,000	20,000
gross debt	2,986	2,000	4,000	7,600	7,600	7,600	7,600	8,600	10,600	12,600	14,600	14,600	34,002	53,751
NAV per share	19.78	19.73	19.66	19.54	19.48	19.34	19.34	19.21	19.09	18.96	18.80	18.80	18.22	17.61
consensus					27.35	27.32	13.32	27.20	27.11	26.99	26.90	26.90	0.00	0.00
NAV per share inc cum. DPS								19.64	19.95	20.25	20.54	20.54	21.76	22.95
future cumulative DPS								0.43	0.86	1.29	1.74	1.74	3.54	5.34

Source: Z&A estimates, company reports

12 March 2025

NLCP: Outlook and Company Update Post 4Q24 Print

Exhibit 2: Balance Sheet

US\$000s														
BALANCE SHEET	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Net real estate	379,738	380,309	385,136	389,481	388,848	386,734	386,734	384,698	385,453	386,179	385,674	385,674	394,709	403,975
Real estate - gross	399,474	412,308	420,202	427,672	430,265	431,443	431,443	432,643	436,643	440,643	443,443	443,443	466,085	489,646
Land	21,427	21,397	21,397	21,717	21,717	22,891	22,891	0	0	0	0	0	0	0
Buildings and improvements	378,047	390,911	398,805	405,955	408,548	408,552	408,552	0	0	0	0	0	0	0
(-) Accumulated depreciation	-19,736	-31,999	-35,066	-38,191	-41,417	-44,709	-44,709	-47,945	-51,190	-54,464	-57,769	-57,769	-71,376	-85,672
Cash and cash equivalents	45,192	25,843	21,546	20,687	19,833	20,213	20,213	20,929	20,259	19,347	19,194	19,194	20,000	20,000
In-place lease intangible assets, net	21,765	19,779	19,283	18,786	18,290	17,794	17,794	17,298	16,802	16,305	15,809	15,809	13,824	11,839
Loan receivable	5,000	4,833	4,848	4,859	4,872	4,884	4,884	4,884	4,884	4,884	4,884	4,884	4,884	4,884
Property held for sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other assets	2,554	2,528	2,304	2,385	2,736	1,911	1,911	1,911	1,911	1,911	1,911	1,911	1,911	1,911
TOTAL ASSETS	454,249	433,292	433,117	436,198	434,579	431,536	431,536	429,720	429,309	428,625	427,471	427,471	435,328	442,609
Accounts payable and accrued expenses	1,659	1,117	697	921	1,253	1,515	1,515	1,515	1,515	1,515	1,515	1,515	1,515	1,515
Revolving credit facility	1,000	1,000	4,000	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600
Loan payable, net	1,986	1,000	0	0	0	0	0	1,000	3,000	5,000	7,000	7,000	26,402	46,151
Dividend and distributions payable	8,512	8,385	8,577	9,009	9,009	9,246	9,246	8,820	8,830	8,830	8,830	8,830	9,240	9,240
Security deposits	7,774	8,616	8,342	8,789	8,995	8,117	8,117	8,117	8,117	8,117	8,117	8,117	8,117	8,117
Rent received in advance	1,375	990	668	784	668	684	684	684	684	684	684	684	684	684
Other liabilities	1,005	227	170	149	130	402	402	402	402	402	402	402	402	402
Interest reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total liabilities	23,311	21,335	22,454	27,252	27,655	27,564	27,564	28,138	30,148	32,148	34,148	34,148	53,960	73,710
Preferred stock	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Common stock	214	205	205	205	205	205	205	205	205	205	205	205	205	205
Additional paid in capital	455,822	445,289	445,590	446,006	446,466	446,627	446,627	446,627	446,627	446,627	446,627	446,627	446,627	446,627
Accumulated deficit	-32,487	-40,909	-42,479	-44,581	-47,008	-50,067	-50,067	-52,457	-54,878	-57,561	-60,715	-60,715	-72,671	-85,140
Total stockholders equity	423,549	404,585	403,316	401,630	399,663	396,765	396,765	394,375	391,954	389,271	386,117	386,117	374,161	361,692
Non controlling interest	7,389	7,372	7,347	7,316	7,261	7,207	7,207	7,207	7,207	7,207	7,207	7,207	7,207	7,207
TOTAL LIABILITIES AND EQUITY	454,249	433,292	433,117	436,198	434,579	431,536	431,536	429,720	429,309	428,625	427,471	427,471	435,328	442,609
Total net assets	423,549	404,585	403,316	401,630	399,663	396,765	396,765	394,375	391,954	389,271	386,117	386,117	374,161	361,692
NET ASSET VALUE PER SHARE	\$19.78	\$19.73	\$19.66	\$19.54	\$19.48	\$19.34	\$19.34	\$19.21	\$19.09	\$18.96	\$18.80	\$18.80	\$18.22	\$17.61

Source: Z&A estimates, company reports

Exhibit 3: Income Statement

US\$000s														
INCOME STATEMENT	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Total revenue:	44,794	47,304	12,608	12,455	12,554	12,514	50,131	12,451	12,430	12,209	12,212	49,303	50,535	51,697
(+) Rental income	42,365	46,341	12,127	12,253	12,276	12,270	48,926	12,246	12,226	12,005	12,008	48,485	49,766	50,928
(+) Interest income from loans	2,429	521	131	134	134	134	533	134	134	134	134	537	488	488
(+) Fee and reimbursables	0	442	350	68	144	110	672	70	70	70	70	280	280	280
Expenses	-22,218	-22,482	-5,645	-5,502	-5,931	-6,295	-22,864	-5,654	-5,631	-5,627	-5,645	-22,557	-23,172	-23,777
(-) Depreciation and amortization expense	-12,825	-14,264	-3,568	-3,626	-3,726	-3,792	-14,712	-3,732	-3,741	-3,771	-3,801	-15,045	-15,591	-16,281
(-) General and administrative expenses	-9,393	-7,639	-2,055	-1,848	-2,077	-1,934	-7,914	-1,922	-1,889	-1,856	-1,844	-7,511	-7,580	-7,496
compensation expense	-4,576	-4,478	-1,235	-1,150	-1,169	-1,120	-4,674	-1,175	-1,144	-1,123	-1,111	-4,553	-4,548	-4,394
stock-based compensation	-1,493	0	0	0	0	0	0	0	0	0	0	0	0	0
professional fees	-1,575	-1,362	-402	-243	-475	-387	-1,507	-311	-311	-305	-305	-1,233	-1,263	-1,292
management internalization costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0
other general and administrative expenses	-1,749	-1,799	-418	-455	-433	-427	-1,733	-436	-435	-427	-427	-1,726	-1,769	-1,809
(-) Loss on sale of real estate	-60	0	0	0	0	-522	-522	0	0	0	0	0	0	0
Income from operations	22,516	24,655	6,977	6,965	6,635	6,219	26,796	6,797	6,800	6,582	6,567	26,746	27,363	27,920
(+) Interest income	113	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) Interest expense	-273	-379	-83	-128	-177	-177	-565	-252	-286	-331	-376	-1,245	-1,937	-3,008
(-) Other	0	747	100	81	80	92	353	0	0	0	0	0	0	0
Net Income	22,356	25,023	6,994	6,918	6,538	6,134	26,584	6,544	6,514	6,251	6,191	25,501	25,426	24,912
(-) preferred stock dividends	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) non-controlled/non-affiliate investments	-380	-438	-125	-122	-116	-105	-468	-105	-105	-105	-105	-420	-420	-420
Net income attributable to common stockholders	21,976	24,585	6,869	6,796	6,422	6,029	26,116	6,439	6,409	6,146	6,086	25,081	25,006	24,492
Basic EPS	1.03	1.16	0.33	0.33	0.31	0.29	1.27	0.31	0.31	0.30	0.30	1.22	1.22	1.19
FD EPS	1.03	1.14	0.33	0.32	0.31	0.29	1.25	0.31	0.31	0.30	0.30	1.22	1.22	1.19
basic share count (Mn)	21.4	21.2	20.5	20.6	20.6	20.6	20.6	20.5	20.5	20.5	20.5	20.5	20.5	20.5
diluted share count (Mn)	21.4	21.5	20.9	21.0	21.0	21.0	21.0	20.5	20.5	20.5	20.5	20.5	20.5	20.5

Source: Z&A estimates, company reports

Exhibit 4: Income statement – AFFO Analysis

US\$000s														
AFFO ANALYSIS	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Net income reconciliation to FFO and AFFO														
Net income attributable to common stockholders	21,976	24,585	6,869	6,796	6,422	6,029	26,116	6,439	6,409	6,146	6,086	25,081	25,006	24,492
Net income attributable to non controlling interests	380	438	125	122	116	105	468	105	105	105	105	420	420	420
Net income attributable to common stockholders	22,356	25,023	6,994	6,918	6,538	6,134	26,584	6,544	6,514	6,251	6,191	25,501	25,426	24,912
Adjustments	0	0	0	0	0	0	0	0	0	0	0	0	0	0
real estate depreciation and amortization	12,825	14,266	3,563	3,622	3,722	3,788	14,694	3,732	3,741	3,771	3,801	15,045	15,591	16,281
loss on sale of real estate	60	0	0	0	0	0	0	0	0	0	0	0	0	0
FFO attributable to common stockholders	35,241	39,289	10,557	10,540	10,260	9,922	41,278	10,276	10,255	10,022	9,992	40,546	41,017	41,193
severance	1,752	0	0	0	0	0	0	0	0	0	0	0	0	0
stock based compensation	1,493	1,439	350	424	449	452	1,674	327	434	401	431	1,593	1,611	1,593
non-cash interest expense	163	281	68	67	67	67	269	207	150	125	142	624	950	1,527
amortization of straight-line rent expense	12	0	-1	0	-1	-1	-3	0	0	0	0	0	0	0
AFFO attributable to common stockholders	38,661	40,654	10,960	11,019	10,763	10,949	43,689	10,811	10,838	10,549	10,566	42,763	43,578	44,313
per share	1.81	1.89	0.52	0.53	0.51	0.52	2.08	0.53	0.53	0.51	0.51	2.08	2.12	2.16
Dividend	-28,993	-33,058	-8,201	-8,409	-8,820	-8,820	-34,250	-8,830	-8,830	-8,830	-9,240	-35,729	-36,961	-36,961
per share	-1.35	-1.56	-0.40	-0.41	-0.43	-0.43	-1.67	-0.43	-0.43	-0.43	-0.45	-1.74	-1.80	-1.80
% of AFFO	75%	83%	76%	78%	84%	82%	80%	82%	81%	84%	87%	84%	85%	83%
FactSet consensus														
Total revenues														
AFFO per share	na	2.55	0.71	0.73	0.71	0.72	2.91	0.72	0.74	0.74	0.74	2.93	3.14	na
Dividend per share	na	2.11	0.55	0.58	0.60	0.60	2.36	0.61	0.62	0.62	0.62	2.46	2.66	na
payout		83%	78%	79%	84%	83%	81%	84%	84%	84%	85%	84%	85%	na
Total debt	na	3	na	na	na	na	na	na	na	na	na	na	na	na
Equity	na	546	554	552	560	563	563	566	567	570	573	563	544	na
debt/equity	na	0%	na	na	na	na	na	na	na	na	na	na	na	na

Source: Z&A estimates, company reports

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Exhibit 5: Cash Flow

US\$000s														
SUMMARY CASH FLOW	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Net income	22,356	25,023	6,994	6,918	6,538	6,133	26,583	6,439	6,409	6,146	6,086	25,081	25,006	24,492
(+) depreciation and amortization	12,825	14,266	3,568	3,626	3,726	3,793	14,713	3,732	3,741	3,771	3,801	15,045	15,591	16,281
(+) adjustments (ex D&A)	2,743	237	128	479	607	594	1,808	0	0	0	0	0	0	0
(-) working capital	99	753	-648	694	218	588	852	-426	10	0	0	-416	411	0
(+) other	-1,015	-195	0	0	-128	-479	-607	0	0	0	0	0	0	0
Net cash provided in operating activities	37,008	40,084	10,042	11,717	10,961	10,629	43,349	9,745	10,160	9,917	9,887	39,710	41,008	40,773
(-) acquisition of real estate	-36,969	-350	0	-3,993	0	0	-3,993	0	0	0	0	0	-4,500	-4,500
(-) tenants improvements	-45,245	-14,434	-7,894	-3,477	-2,593	-1,181	-15,145	-1,200	-4,000	-4,000	-2,800	-12,000	-18,142	-19,061
(+) other	-4,239	1,949	0	0	0	3	3	0	0	0	0	0	0	0
Net cash used in investing activities	-86,453	-12,835	-7,894	-7,470	-2,593	-1,178	-19,135	-1,200	-4,000	-4,000	-2,800	-12,000	-22,642	-23,561
(-) debt proceeds (payments)	-800	-1,000	2,000	3,600	0	0	5,600	1,000	2,000	2,000	2,000	7,000	19,402	19,750
(-) dividends	-28,993	-33,058	-8,201	-8,409	-8,820	-8,820	-34,250	-8,830	-8,830	-8,830	-9,240	-35,729	-36,961	-36,961
(+) share issuance (repurchase)	0	-11,807	0	0	0	0	0	0	0	0	0	0	0	0
(+) other	-2,667	-733	-244	-219	-480	-251	-1,194	0	0	0	0	0	0	0
(-) stock options/warrants	0	0	0	-78	78	0	0	0	0	0	0	0	0	0
Net cash provided from financing activities	-32,460	-46,598	-6,445	-5,106	-9,222	-9,071	-29,530	-7,830	-6,830	-6,830	-7,240	-28,729	-17,559	-17,211
Increase in cash and cash equivalents	-81,905	-19,349	-4,297	-859	-854	380	-5,630	716	-670	-912	-153	-1,019	806	0
Cash at start of year	127,097	45,192	25,843	21,546	20,687	19,833	25,843	20,213	20,929	20,259	19,347	20,213	19,194	20,000
Cash at end of year	45,192	25,843	21,546	20,687	19,833	20,213	20,213	20,929	20,259	19,347	19,194	19,194	20,000	20,000
Net (debt) cash	42,206	23,843	17,546	13,087	12,233	12,613	12,613	12,329	9,659	6,747	4,594	4,594	-14,002	-33,751
Cash	45,192	25,843	21,546	20,687	19,833	20,213	20,213	20,929	20,259	19,347	19,194	19,194	20,000	20,000
Gross debts/loans/bonds	2,986	2,000	4,000	7,600	7,600	7,600	7,600	8,600	10,600	12,600	14,600	14,600	34,002	53,751
Gross (debt) / equity	1%	0%	1%	2%	2%	-2%	-2%	-2%	-3%	-3%	-4%	-4%	-9%	-15%
Net (debt) cash / equity	10%	6%	4%	3%	3%	3%	3%	3%	2%	2%	1%	1%	-4%	-9%

Source: Z&A estimates, company reports



Appendix II: Valuation Comps

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Exhibit 6: MJ Lenders Valuation Comps

		12-Mar-25													
		US\$		Disc	Regular	Dividend	Z&A	mn	mn	Total	Gross		Net Debt		Pref Stock
		price	BVPS	Prm	DPS	Yield	Spot EV	shares	deriv	Mkt Cap	Debt	Cash	to Equity	Equity	& Min Int
MJ Finco Stocks															
Advanced Flower Capital	AFCG	\$8.52	\$9.91	-14%	\$0.33	15.5%	216	22.0	0.3	189	148.5	122.2	-12%	218	
Innovative Industrial Properties	IIPR	\$70.80	\$68.34	4%	\$1.80	10.2%	2,176	28.3	0.3	2,027	297.9	151.2	-8%	1,936	23.6
Chicago Atlantic BDC	LIEN	\$11.37	\$13.49	-16%	\$0.34	12.0%	255	22.8		259	0.0	30.7	10%	308	
NewLake Capital Partners	NLCP	\$15.41	\$19.34	-20%	\$0.43	11.2%	307	20.5	0.2	320	7.6	20.2	3%	397	7.2
Chicago Atlantic Real Estate Finance	REFI	\$15.50	\$14.83	4%	\$0.47	12.1%	377	20.9	0.4	330	55.0	26.4	-9%	310	

Note: We take latest reported numbers (so this may not equate with FactSet based tables shown in the appendix)

Source: Company reports, and Z&A estimates

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Exhibit 7: Industrial REITs and Lenders to the Cannabis Industry

US\$Mn			3/12/25				Mkt				1yF Consensus		Stock Performance		
Company name	Ticker	Listing	Price US\$	Price to BVPS	Div Yield	(mn) Shares	Cap US\$Mn	Debt to Equity	Net (Debt)	Ent Value	EV/Rev	EV/EBITDA	Last 30d	Last 90d	Last 12mo
Industrial REITs				1.60x	4.9%								0%	-4%	-10%
Americold Realty Trust, Inc.	COLD	NYSE	20.99	1.82x	4.2%	284.3	5,967	112%	-3,633	9,599	3.4x	14.5x	-3%	-8%	-20%
EastGroup Properties, Inc.	EGP	NYSE	181.65	2.86x	2.9%	51.8	9,414	48%	-1,550	10,964	15.1x	21.3x	4%	6%	1%
First Industrial Realty Trust, Inc.	FR	NYSE	56.45	2.80x	2.6%	132.3	7,471	84%	-2,184	9,655	13.3x	19.7x	3%	8%	7%
Innovative Industrial Properties Inc	IIPR	NYSE	70.80	1.05x	10.6%	28.3	2,006	16%	-148	2,154	7.2x	9.3x	-4%	-32%	-28%
Industrial Logistics Properties Trust	ILPT	NASDAQ	3.47	0.39x	1.2%	66.1	230	737%	-4,077	4,307	9.4x	N/A	-11%	-4%	-14%
LXP Industrial Trust	LXP	NYSE	9.16	1.28x	5.7%	294.5	2,696	76%	-1,485	4,181	12.4x	15.4x	10%	1%	0%
NewLake Capital Partners, Inc.	NLCP	US OTC	15.41	0.80x	11.0%	20.5	316	2%	12	304	6.4x	N/A	-7%	-21%	-5%
Prologis, Inc.	PLD	NYSE	116.62	2.00x	3.3%	926.3	108,023	62%	-31,955	139,978	16.9x	21.6x	-1%	4%	-13%
Plymouth Industrial REIT, Inc.	PLYM	NYSE	16.72	1.31x	5.7%	45.4	759	113%	-612	1,371	6.6x	10.0x	2%	-11%	-23%
Rexford Industrial Realty, Inc.	REXR	NYSE	39.27	1.08x	4.3%	225.3	8,847	43%	-3,449	12,296	11.9x	16.8x	-1%	-3%	-26%
STAG Industrial, Inc.	STAG	NYSE	36.27	1.96x	4.1%	186.5	6,765	90%	-3,060	9,825	11.7x	15.9x	5%	1%	-5%
Terreno Realty Corporation	TRNO	NYSE	67.08	1.82x	2.8%	99.2	6,657	26%	-922	7,579	16.4x	24.7x	0%	6%	4%
Cannabis "Fincos"															
Advanced Flower Capital Inc.	AFCG	NASDAQ	8.52	0.90x	19.0%	20.46	174	67%	-8	183	3.4x		1%	-9%	-30%
Innovative Industrial Properties Inc	IIPR	NYSE	70.80	1.05x	10.6%	28.33	2006	16%	-148	2154	7.2x		-4%	-32%	-28%
NewLake Capital Partners, Inc.	NLCP	US OTC	15.41	0.80x	11.0%	20.51	316	2%	12	304	6.4x		-7%	-21%	-5%
Chicago Atlantic BDC, Inc.	LIEN	NASDAQ	11.37	0.86x	9.6%	6.21	71	0%	33	38	0.9x		-2%	-11%	16%
SHF Holdings Inc Class A	SHFS	NASDAQ	0.28	0.40x	0.0%	54.56	15	43%	-12	27	na		-36%	-25%	-67%
Chicago Atlantic Real Estate Finance, In	REFI	NASDAQ	15.50	1.03x	12.1%	18.20	282	24%	-58	340	5.6x		-1%	-4%	-5%

Source: FactSet, company reports, and Z&A estimates

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Exhibit 8: mREITs and Lenders to the Cannabis Industry

US\$Mn			3/12/25				Mkt				1yF Consensus		Stock Performance		
Company name	Ticker	Listing	Price US\$	Price to BVPS	Div Yield	(mn) Shares	US\$Mn Cap	Debt to Equity	Net (Debt)	Ent Value	EV/Rev	EV/EBITDA	Last 30d	Last 90d	Last 12mo
mREITS				0.74x	13.6%								-2%	-11%	-14%
Arbor Realty Trust Inc	ABR	NYSE	12.31	0.97x	14.0%	189.3	2,330	417%	-9,315	11,645	26.9x	N/A	-10%	-14%	-5%
Ares Commercial Real Estate Corporatic	ACRE	NYSE	4.75	0.48x	21.1%	54.5	259	217%	-1,106	1,365	22.1x	15.9x	-21%	-33%	-38%
Advanced Flower Capital Inc.	AFCG	NASDAQ	8.52	0.90x	19.0%	20.5	174	67%	-8	183	3.4x	N/A	1%	-9%	-30%
Apollo Commercial Real Estate Finance	ARI	NYSE	9.89	0.73x	12.1%	138.2	1,366	341%	-6,073	7,439	28.9x	N/A	9%	7%	-11%
Blackstone Mortgage Trust, Inc. Class A	BXMT	NYSE	20.43	0.93x	10.7%	172.8	3,529	415%	-15,401	18,931	42.4x	15.4x	9%	6%	1%
Claros Mortgage Trust, Inc.	CMTG	NYSE	3.38	0.23x	25.2%	139.4	470	243%	-4,756	5,226	25.9x	27.5x	3%	-48%	-65%
Granite Point Mortgage Trust Inc.	GPMT	NYSE	2.77	0.22x	10.8%	48.8	135	238%	-1,358	1,493	39.5x	N/A	-8%	-19%	-42%
KKR Real Estate Finance Trust, Inc.	KREF	NYSE	10.86	0.74x	9.2%	68.7	746	483%	-4,794	5,540	36.4x	13.7x	-2%	-5%	7%
Ladder Capital Corp. Class A	LADR	NYSE	11.54	0.96x	8.0%	127.1	1,467	205%	-1,830	3,297	11.3x	N/A	-2%	-4%	5%
Chicago Atlantic Real Estate Finance, In	REFI	NASDAQ	15.50	1.03x	12.1%	18.2	282	24%	-58	340	5.6x	N/A	-1%	-4%	-5%
Starwood Property Trust, Inc.	STWD	NYSE	19.89	1.04x	9.7%	337.4	6,709	307%	-19,177	25,887	13.4x	15.5x	1%	-1%	-3%
TPG RE Finance Trust, Inc.	TRTX	NYSE	8.47	0.62x	11.3%	81.0	686	231%	-2,378	3,064	20.7x	20.4x	-1%	-6%	12%
Cannabis "Fincos"															
Advanced Flower Capital Inc.	AFCG	NASDAQ	8.52	0.90x	19.0%	20.5	174	67%	-8	183	3.4x		1%	-9%	-30%
Innovative Industrial Properties Inc	IIPR	NYSE	70.80	1.05x	10.6%	28.3	2,006	16%	-148	2,154	7.2x		-4%	-32%	-28%
NewLake Capital Partners, Inc.	NLCP	US OTC	15.41	0.80x	10.1%	20.5	316	2%	12	304	6.4x		-7%	-21%	-5%
Chicago Atlantic BDC, Inc.	LIEN	NASDAQ	11.37	0.86x	8.8%	6.2	71	0%	33	38	0.9x		-2%	-11%	16%
SHF Holdings Inc Class A	SHFS	NASDAQ	0.28	0.40x	NA	54.6	15	43%	-12	27	na		-36%	-25%	-67%
Chicago Atlantic Real Estate Finance, In	REFI	NASDAQ	15.50	1.03x	12.1%	18.2	282	24%	-58	340	5.6x		-1%	-4%	-5%

Source: FactSet, company reports, and Z&A estimates

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Exhibit 9: BDCs and Lenders to the Cannabis Industry

US\$Mn			3/12/25				Mkt					Stock Performance		
Company name	Ticker	Listing	Price US\$	Price to BVPS	Div Yield	(mn) Shares	Cap US\$Mn	Debt to Equity	Net (Debt)	Ent Value	1yF Consensus EV/Rev EV/EBITDA	Last 30d	Last 90d	Last 12mo
BDCs				0.91x	12.5%			124%				-2%	-2%	-3%
Gladstone Investment Corporation	GAIN	NASDAQ	13.26	1.00x	7.2%	36.7	486	82%	-395	881	8.9x	-2%	-4%	-5%
Great Elm Capital Corp	GECC	NASDAQ	10.43	0.58x	13.4%	7.6	79	139%	-181	261	5.6x	0%	0%	-4%
Gladstone Capital Corporation	GLAD	NASDAQ	26.95	1.25x	7.3%	22.2	599	68%	-322	921	9.6x	-7%	-2%	29%
Horizon Technology Finance Corporati	HRZN	NASDAQ	9.24	1.10x	14.3%	39.9	368	139%	-367	735	7.3x	-3%	-2%	-23%
Chicago Atlantic BDC, Inc.	LIEN	NASDAQ	11.37	0.86x	9.6%	6.2	71	0%	33	38	0.9x	-2%	-11%	16%
Logan Ridge Finance Corporation	LRFC	NASDAQ	24.25	0.75x	5.5%	2.7	65	117%	-79	144	7.1x	-1%	-2%	7%
Monroe Capital Corp.	MRCC	NASDAQ	8.21	0.93x	12.2%	21.7	178	152%	-283	461	8.4x	-5%	-3%	9%
OFS Capital Corp.	OFS	NASDAQ	8.99	0.70x	15.1%	13.4	120	143%	-241	361	8.8x	12%	5%	-13%
Oxford Square Capital Corp.	OXSQ	NASDAQ	2.70	1.17x	15.5%	69.8	189	77%	-89	277	N/A	-2%	2%	-14%
PennantPark Investment Corporation	PNNT	NYSE	7.04	0.93x	12.9%	65.3	459	156%	-722	1,182	8.9x	-2%	2%	3%
Portman Ridge Finance Corporation	PTMN	NASDAQ	16.88	0.83x	16.4%	9.4	158	169%	-251	409	6.4x	-2%	1%	-11%
Saratoga Investment Corp.	SAR	NYSE	23.66	0.88x	12.5%	13.7	323	218%	-763	1,086	8.2x	-7%	-1%	-2%
Stellus Capital Investment Corp.	SCM	NYSE	13.81	1.03x	11.6%	27.5	379	160%	-573	952	8.6x	-5%	0%	6%
TriplePoint Venture Growth BDC Corp.	TPVG	NYSE	7.43	0.86x	18.8%	40.1	298	115%	-320	618	6.0x	-4%	-9%	-24%
WhiteHorse Finance, Inc.	WHF	NASDAQ	9.91	0.80x	15.5%	23.2	230	124%	-326	556	7.0x	-6%	-7%	-22%
Cannabis "Fincos"														
Advanced Flower Capital Inc.	AFCG	NASDAQ	8.52	0.90x	19.0%	20.46	174	67%	-8	183	3.4x	1%	-9%	-30%
Innovative Industrial Properties Inc	IIPR	NYSE	70.80	1.05x	10.6%	28.33	2006	16%	-148	2154	7.2x	-4%	-32%	-28%
NewLake Capital Partners, Inc.	NLCP	US OTC	15.41	0.86x	9.6%	20.51	316	2%	12	304	6.4x	-7%	-21%	-5%
Chicago Atlantic BDC, Inc.	LIEN	NASDAQ	11.37	0.86x	9.6%	6.21	71	0%	33	38	0.9x	-2%	-11%	16%
SHF Holdings Inc Class A	SHFS	NASDAQ	0.28	0.40x	0.0%	54.56	15	43%	-12	27	na	-36%	-25%	-67%
Chicago Atlantic Real Estate Finance, In	REFI	NASDAQ	15.50	1.03x	12.1%	18.20	282	24%	-58	340	5.6x	-1%	-4%	-5%

Source: FactSet, company reports, and Z&A estimates

Exhibit 10: US MSO Valuation Multiples

US\$Mn 12-Mar-25	Z&A Spot EV / Sales			Z&A Spot EV / EBITDA			NET DEBT RATIOS				BROADER DEFINITION OF NET DEBT			
							Net Debt/Sales		Net Debt/EBITDA		BDND/Sales		BDND/EBITDA	
	Current	CY25e	CY26e	Current	CY25e	CY26e	Current	CY25	Current	CY25	Current	CY25	Current	CY25
US MSOs	1.3x	1.0x	0.9x	6.2x	5.2x	4.0x								
Ascend Wellness	1.0x	1.0x	1.0x	5.7x	4.8x	4.5x	-0.4x	-0.4x	-2.4x	-2.0x	-0.9x	-0.9x	-5.1x	-4.3x
Ayr Wellness	1.2x	1.2x	1.2x	7.1x	5.7x	5.5x	-0.9x	-0.9x	-5.2x	-4.1x	-1.1x	-1.2x	-6.8x	-5.5x
Cannabist Co	0.9x	0.9x	0.9x	6.8x	5.8x	4.7x	-0.6x	-0.6x	-4.5x	-3.8x	-0.8x	-0.8x	-6.4x	-5.4x
Consortium	1.0x	na	na	3.7x	na	na	-0.5x	na	-1.9x	na	-0.9x	na	-3.1x	na
Cresco Labs	1.2x	1.3x	1.2x	4.4x	4.5x	4.6x	-0.5x	-0.5x	-1.8x	-1.8x	-0.8x	-0.8x	-2.7x	-2.8x
Curaleaf	1.6x	1.5x	1.4x	6.8x	6.7x	6.1x	-0.5x	-0.5x	-2.2x	-2.2x	-0.9x	-0.9x	-3.9x	-3.8x
4Front Ventures	2.0x	na	na	7.4x	na	na	-1.0x	na	-3.9x	na	-1.8x	na	-6.7x	na
Glass House	2.2x	2.6x	2.0x	6.8x	14.1x	8.6x	-0.1x	-0.1x	-0.3x	-0.6x	-0.2x	-0.3x	-0.8x	-1.6x
Gold Flora	1.0x	0.8x	0.7x	11.9x	7.7x	4.4x	-0.3x	-0.2x	-3.6x	-2.4x	-0.9x	-0.7x	-11.0x	-7.2x
Goodness Growth	1.6x	1.6x	na	6.8x	6.7x	na	-0.5x	-0.5x	-2.1x	-2.1x	-0.9x	-0.9x	-3.7x	-3.6x
Green Thumb	1.5x	1.5x	1.4x	4.5x	5.0x	4.7x	-0.1x	-0.1x	-0.2x	-0.2x	-0.1x	-0.1x	-0.3x	-0.3x
Grown Rogue	2.7x	na	na	3.5x	na	na	0.2x	na	0.3x	na	0.0x	na	0.1x	na
iAnthus	1.2x	na	na	9.4x	na	na	-1.0x	na	-7.3x	na	-1.0x	na	-7.5x	na
Jushi	1.4x	1.4x	1.3x	11.6x	7.2x	6.2x	-0.6x	-0.6x	-5.2x	-3.3x	-1.2x	-1.2x	-9.8x	-6.1x
MariMed	1.0x	0.9x	0.8x	6.3x	5.9x	4.6x	-0.4x	-0.4x	-2.8x	-2.6x	-0.6x	-0.5x	-3.8x	-3.5x
Planet 13	0.8x	0.7x	0.6x	20.4x	8.5x	4.8x	0.1x	0.1x	3.7x	1.5x	-0.1x	-0.1x	-1.5x	-0.6x
Schwazze	1.1x	1.0x	na	4.7x	3.2x	na	-0.9x	-0.8x	-3.8x	-2.6x	-1.1x	-1.0x	-4.6x	-3.2x
TerrAscend	1.6x	1.5x	1.5x	8.5x	7.4x	6.6x	-0.6x	-0.6x	-3.1x	-2.7x	-1.0x	-1.0x	-5.7x	-4.9x
TILT	1.0x	1.0x	1.0x	-17.9x	88.5x	5.6x	-0.6x	-0.6x	9.9x	-49.0x	-1.0x	-1.0x	17.3x	-85.6x
Trulieve	1.3x	1.3x	1.3x	3.6x	4.0x	4.0x	-0.3x	-0.3x	-0.7x	-0.8x	-0.7x	-0.7x	-1.8x	-2.0x
Verano	1.0x	1.0x	1.0x	3.6x	3.5x	3.3x	-0.4x	-0.4x	-1.3x	-1.3x	-0.8x	-0.8x	-2.6x	-2.6x
Vext	1.7x	1.2x	1.0x	5.4x	4.0x	3.3x	-0.9x	-0.7x	-2.9x	-2.2x	-0.9x	-0.7x	-2.9x	-2.2x

1) Current is based on the latest reported qtr annualized (Sales and EBITDA); 2) We take FactSet consensus estimates for CY25e and CY26e multiples

Source: FactSet, company reports, and Z&A estimates

Exhibit 11: Stock Performance

12-Mar-25	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
US MSOs			
Ascend	-34%	-34%	-73%
Ayr	-63%	-61%	-90%
Cannabist	-29%	-34%	-82%
Consortium	-25%	-31%	-70%
Cresco	-24%	-26%	-51%
Curaleaf	-38%	-41%	-74%
4Front	14%	-17%	-79%
GlassHouse	-7%	-22%	-24%
Gold Flora	-48%	20%	-86%
Vireo Growth	-30%	12%	2%
Grown Rogue	-11%	-21%	-1%
Green Thumb	-6%	-15%	-41%
iAnthus	-10%	14%	-69%
Jushi	-24%	-4%	-52%
MarlMed	-20%	-22%	-54%
Planet13	-16%	-17%	-40%
Schwazze	809%	-90%	-99%
StateHouse	na	na	-63%
Trulieve	-12%	-12%	-54%
TerrAscend	-34%	-37%	-72%
Vext	7%	-14%	-34%
Verano	-45%	-48%	-85%
International			
InterCure	-8%	-5%	5%
PharmaCielo	-20%	-6%	119%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
Canadian LPs			
Aurora	9%	51%	117%
Avant	-18%	75%	-69%
Auxly	46%	95%	374%
Ayurcann	-28%	6%	15%
Cannara	4%	73%	19%
Canopy	-44%	-66%	-63%
Cronos	-2%	-3%	-5%
Decibel	-7%	2%	-36%
Entourage	-20%	-62%	-66%
High Tide	-19%	-28%	40%
OGI	-39%	-33%	-48%
Rubicon	7%	22%	7%
SNOL	-17%	-16%	16%
Tilray	-37%	-50%	-62%
VFF	-12%	-20%	-5%
Tech			
LFLY	5%	-79%	-88%
SBIG	-2%	38%	-53%
MAPS	-10%	-9%	39%
Vape parts			
GNLN	-65%	-69%	-91%
ISPR	-15%	-35%	-59%
SMORF	0%	-9%	66%
TLTTF	9%	7%	-73%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
MJ Fincos			
AFCG	1%	-9%	-30%
IIPR	-4%	-32%	-28%
NLCP	-7%	-21%	-5%
SHFS	-36%	-25%	-67%
LIEN	-2%	-11%	16%
REFI	-1%	-4%	-5%
Pix & Shovel			
AGFY	-25%	-51%	154%
GRWG	-29%	-45%	-52%
HYFM	-46%	-51%	-59%
SMG	-7%	-15%	-5%
UGRO	-3%	-34%	-58%
CBD			
CVSI	-25%	-5%	5%
CWEB	-17%	-13%	-42%
LFID	7%	-14%	-82%
Index			
S&P 500	-7%	-8%	10%
S&P 477	-1%	-2%	9%
Nasdaq	-11%	-10%	22%
MSOS ETF	-21%	-26%	-63%
YOLO ETF	-18%	-23%	-41%
Simple Group Averages			
Large Canada LP:	-24%	-23%	-8%
Tier 1 MSOs	-25%	-28%	-61%

Source: FactSet



Appendix III: Bio and Disclaimers



Analyst Bio

Pablo Zuanic is a well-known and highly rated equity analyst following the cannabis and psychedelics sector. Over the past five years he launched coverage of over 40 companies in the US, Canada, and overseas (MSOs, LPs, CBD, ancillary, psychedelics), kept close track of sectoral trends, and followed the reform process in the US and elsewhere. His firm Zuanic & Associates publishes equity research on the cannabis and psychedelics sectors, both from a macro/sectoral level in a thematic manner, as well as specific reports on listed stocks. The research service is aimed at institutional investors and corporations. The firm is also available for short-term consulting and research advisory projects. At various points in his career, Pablo was II ranked and called as expert witness in industry investigations. He has a deep global background having covered stocks over the past 20 years in the US, Europe, Latin America, and Asia, across consumer sub sectors. Prior employers include JP Morgan, Barings, and Cantor Fitzgerald. An MBA graduate of Harvard Business School, he started his career as a management consultant, which brings a strategic mindset to his approach to equity research. *Pablo Zuanic can be contacted via the company's portal www.zuanicassociates.com; via email pablo.zuanic@zuanicgroup.com; or via X @420Odysseus.*



Disclosures and Disclaimers

About the firm: Zuanic & Associates is a domestic limited liability company (LLC) registered in the state of New Jersey. The company's registered address is Five Greentree Centre, 525 Route 73, N Suite 104, Marlton, New Jersey 08053, USA. Pablo Zuanic is the registered agent. The firm publishes equity research on selected stocks in the cannabis and psychedelics sector, as well as thematic macro industry notes. The firm also provides consulting and advisory services. Potential conflicts of interest are duly reflected in the respective specific company reports.

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