



3/10/2025

# MariMed Inc. (MRMD)

Company update: Overweight

US\$ Mn								
Sales	FY23a	FY24e	Prev	FY25e	Prev	FY26e	Prev	FY27e
1Q	34.4	37.9 A	37.9	38.7	47.4	44.9	55.8	45.8
2Q	36.5	40.4 A	40.4	41.7	50.0	46.2	58.2	47.6
3Q	38.8	41.0 A	41.0	46.4	52.2	47.2	60.5	49.0
4Q	<u>38.9</u>	<u>39.0</u> A	<u>41.9</u>	<u>46.4</u>	<u>55.3</u>	<u>47.5</u>	<u>62.7</u>	<u>50.1</u>
FY	148.6	158.0 A	161.3	173.1	204.9	185.8	237.2	192.4
EBITDA	FY23a	FY24e	Prev	FY25e	Prev	FY26e	Prev	FY27e
1Q	7.1	4.7 A	4.7	5.6	7.2	7.3	11.4	8.9
2Q	6.3	4.4 A	4.4	5.9	8.1	8.2	12.0	9.3
3Q	6.1	4.7 A	4.7	6.5	9.0	8.4	12.4	9.6
4Q	<u>5.2</u>	<u>5.9</u> A	<u>5.7</u>	<u>7.3</u>	<u>10.0</u>	<u>8.5</u>	<u>12.8</u>	<u>9.8</u>
FY	24.7	19.6 A	19.4	25.3	34.3	32.5	48.6	37.6

Share price (US\$)	0.11	Perf.	MRMD	MSOS	S&P500	Stance:	Overweight
Share count (mn)	388.2	30d	-15%	-22%	-5%		no price target
Market Cap (\$Mn)	42	90d	-24%	-30%	-5%		FY=Dec
Ticker	MRMD	1yr	-53%	-63%	12%		



US\$Mn	FY24	FY25	FY26
Projected EV	151.7	161.4	161.3
EV/Sales	1.0x	0.9x	0.9x
EV/EBITDA	7.7x	6.4x	5.0x

	FY24	FY25	FY26
Net debt/Sales	-0.4x	-0.4x	-0.4x
Net debt/EBITDA	-3.4x	-2.9x	-2.2x
Free Cash Flow	-5.2	-4.6	0.8
Net debt	-67.7	-72.3	-71.6

Consensus	FY24	FY25	FY26
Sales		184.9	204.8
EBITDA		30.2	40.9
Guidance CY25:		na	

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## Outlook and 4Q Review

**We rate MRMD Overweight.** We realize the investment call on cannabis stocks at present is mostly sectoral. In that context, we prefer companies with a sustainable business model (re sales and EBITDA trends, B/S, and cash flow). MRMD meets that criteria and is also attractively valued. *Note: For company background, see our [MRMD: Core Markets Deep Dive](#) (10/16), and videos from our site visit to the company's Illinois operations ([management overview](#); [retail](#); [cultivation](#)).*

**Management outlook comments.** The company no longer provides guidance, but given ongoing deflation, revenue per store erosion in states like IL/MA, and limited exposure to OH (only state in footprint that just went rec) with one store so far, in our interpretation the base business will only do low/mid-single digit growth in CY25 (down LSD in 1Q25 on seasonality). So, growth from the start of operations in MO (processing facility selling a range of products) this March, and from flower sales in IL (facility also only recently began production with sales starting this month) will be partly offset by issues in the base ops. On the other hand, the start of DE rec in 2H25 could be a meaningful contributor to growth.

- MO is what we call a “reciprocity” state, and the state’s increasing consolidation of retail stores makes it difficult for operators in the state with cultivation/processing but without stores. We will monitor the Headset data for the state in the months ahead.
- In IL we understand a good part of the flower capacity (a small craft grow facility) will go to MariMed’s own five stores, so it will not necessarily be a driver of top line growth, but it will certainly help margins. For context, per Headset, flower accounts for 42% of sales in the state (vape 27%; edibles 12%, pre-rolls 11%).
- Delaware should be a key driver of growth. MRMD started consolidating the state since 3/1/25 (First State Compassion was under MSA prior to that; prepayments had already been done). Yes, DE only has 1.05mn people, but the MMJ market has 8 incumbent stores (MRMD 2; three other operators including Cannabist have the other 6) and will only add 20 new licensed stores. Current proforma annual MMJ revenue for MRMD is \$8Mn, and we would expect rec to expand sales by 50% to 100%. We model rec from 7/1/25 but realize delays to 4Q are possible (note: the state benefits from summer traffic).
- Recent cost savings initiatives, increased own brand distribution, and the completion of its 10 expansion projects should drive margin expansion in CY25. We understand DE is in line with the company EBITDA margin average.
- In terms of M&A, the company will seek to increase verticality in OH (it has one store at present, and no production) and MD (it has 2 stores plus production now), and try to enter states like NY, NJ, and PA (ahead of rec).

Table 1: Companies mentioned in this report.

US\$ Mn	Dec CY22	Dec CY23	Dec CY24	Mar 1Q25e	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	YoY Ch %
<b>Total revenues</b>			<b>158.0</b>	<b>38.7</b>	<b>41.7</b>	<b>46.4</b>	<b>46.4</b>	<b>173.1</b>	10%
Base business			158.0	38.0	39.6	40.7	41.6	159.9	1%
consolidation of DE med			0.0	0.7	2.1	2.1	2.1	6.9	
start of DE rec			0.0	0.0	0.0	3.6	2.7	6.4	
<b>EBITDA</b>			<b>19.6</b>	<b>5.6</b>	<b>5.9</b>	<b>6.5</b>	<b>7.3</b>	<b>25.3</b>	14.6%
Base business			19.6	5.6	5.8	5.6	6.1	23.1	14.4%
Delaware (med/rec)			0.0	0.0	0.1	0.9	1.2	2.2	

Source: Z&amp;A

**About 4Q24.** Sales of \$39Mn came in below our \$41.9Mn estimate and were down 4% seq (retail -5%; wholesale -0.6%), mostly due to retail softness as explained before (especially in IL). In yoy terms, retail was down 7% and wholesale up 18% in 4Q. MRMD is one of the few MSOs generating more than 40% of revenues from wholesale (42% in 4Q), with the company able to translate brand strength from one state to the next (Betty's Edibles is #1 in its segment in MA and MD). In total, it supplies >600 stores. Adj gross margins improved 70bp seq to 43.3% and EBITDA margins moved up almost 4pt to 15.2%. OCF of the year of +\$6.8Mn was slightly down yoy from \$7.9Mn; on the other hand, capex almost halved to FCF of -\$5.2Mn was an improvement vs. -\$12.2Mn in CY23. It paid \$0.9Mn in income taxes for the year vs. \$6.4Mn in CY23. Like other MSOs, MRMD is filing income taxes ex 280e (tax liabilities jumped from \$14Mn to \$22Mn). Financial debt was \$68Mn at YE24 (\$52Mn YE23), or about 44% of annualized 4Q sales (if we file the potential tax claims, this ratio would be 58%) and 2.9x EBITDA.

**Valuation.** We realize the investment call on cannabis stocks at present is mostly sectoral. In that context, we prefer companies with a sustainable business model (re sales and EBITDA trends, B/S, and cash flow). In the case of MRMD, the company is also attractively valued, and it has a valuable brand portfolio. We calculate a spot EV of \$152Mn (28% market cap), taking the share count at 382.2mn (plus 7.7mn RSUs), net debt of \$68Mn, tax debt of \$22Mn, net leases of \$1Mn, and preferred stock of \$19Mn. On current sales, MRMD trades at 1x sales vs. 1.3x for the MSO average, and at 6.4x EBITDA (in line). If we go by brand M&A activity from recent years (see our [C-USA report](#)), the stock is undervalued. On 12mo trailing (TMT) retail sales data just for the states of MA/MD/IL, the company EV could be \$360Mn to \$600Mn, using 3-5xEV to retail sales (Nature's Heritage TMT \$50Mn; InHouse \$40Mn; Betty's Eddies \$30Mn).

Table 2: Companies mentioned in this report.

Company name	Ticker	Ticker	Rating
<b>US MSOs</b>			
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
<b>Finance (MJ) Companies</b>			
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
<b>Canada LPs</b>		
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 Int'l	VFF	Overweight
<b>Other</b>		
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&amp;A



# Appendix I: Company Financials

10 March 2025

## MariMed: Company Outlook and 4Q Review

### Exhibit 1: Financial highlights

US\$ Mn	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
<b>P&amp;L Highlights</b>														
Sales (product rev + other)	134.0	148.6	37.9	40.4	40.6	39.0	158.0	38.7	41.7	46.4	46.4	173.1	185.8	192.4
qoq ch %	na	na	-2%	7%	0%	-4%	na	-1%	8%	11%	0%	na	na	na
yoy ch %	10%	11%	10%	11%	5%	0%	6%	2%	3%	14%	19%	10%	7%	4%
Consensus Sales								42.7	45.7	47.4	49.1	184.9	204.8	na
Gross profit	64.0	65.9	16.5	16.9	16.8	12.7	62.9	18.6	20.4	22.7	23.2	84.9	92.9	96.2
as % of sales	47.7%	44.4%	43.4%	41.8%	41.3%	32.6%	39.8%	48.0%	49.0%	49.0%	50.0%	49.0%	50.0%	50.0%
Total SGA	-43.6	-51.5	-14.5	-16.0	-15.4	-14.1	-60.0	-15.5	-17.1	-18.8	-18.4	-69.7	-69.6	-68.1
SGA/sales	-32.5%	-34.7%	-38.1%	-39.5%	-38.0%	-36.2%	-38.0%	-40.0%	-41.0%	-40.5%	-39.7%	-40.3%	-37.4%	-35.4%
Operating income	20.4	14.4	2.0	1.0	1.3	-1.4	2.9	3.1	3.3	3.9	4.8	15.1	23.3	28.1
operating margin	15.2%	9.7%	5.3%	2.4%	3.3%	-3.6%	1.8%	8.0%	8.0%	8.5%	10.3%	8.8%	12.6%	14.6%
Adj EBITDA	32.4	24.7	4.7	4.4	4.7	5.9	19.6	5.6	5.9	6.5	7.3	25.3	32.5	37.6
EBITDA margin	24.2%	16.6%	12.3%	10.8%	11.5%	15.2%	12.4%	14.5%	14.1%	14.0%	15.8%	14.6%	17.5%	19.5%
Consensus EBITDA								6.1	7.3	8.1	8.8	30.2	40.9	na
as % of sales								14.2%	15.9%	17.0%	17.8%	16.3%	19.9%	na
Net interest expense	-0.7	-8.9	-1.6	-1.7	-1.7	-1.8	-6.8	-1.7	-1.7	-1.8	-1.8	-7.0	-6.3	-5.4
Net int exp/sales	-0.5%	-6.0%	-4.2%	-4.2%	-4.1%	-4.7%	-4.3%	-4.4%	-4.2%	-3.8%	-3.8%	-4.0%	-3.4%	-2.8%
Profit before tax	19.5	-6.6	0.4	-0.8	-0.3	-3.3	-4.0	1.4	1.6	2.2	3.0	8.2	17.1	22.7
Net profit	13.5	-16.0	-1.3	-1.7	-1.0	-8.2	-12.2	-2.5	-2.6	-2.5	-1.8	-9.4	-2.4	2.4
EPS	0.04	-0.04	0.00	0.00	0.00	-0.02	-0.03	-0.01	-0.01	-0.01	0.00	-0.02	-0.01	0.01
AFD share count (mn)	380.3	363.4	375.2	379.5	380.6	381.2	379.2	381.2	381.2	381.2	381.2	381.2	381.2	381.2
<b>BS and CF Highlights</b>														
Operating cash flow	7.3	7.9	3.2	3.2	0.8	-0.4	6.8	0.1	-0.3	-0.3	0.8	0.4	6.7	11.7
(-) Capex	-12.1	-20.1	-3.4	-5.0	-2.6	-1.1	-12.0	-1.3	-1.3	-1.3	-1.3	-5.0	-5.9	-7.7
Free cash flow	-4.8	-12.2	-0.2	-1.8	-1.8	-1.5	-5.2	-1.1	-1.5	-1.5	-0.5	-4.6	0.8	4.0
Financial net (debt)	-20.0	-51.7	-53.3	-63.2	-65.7	-67.7	-67.7	-68.8	-70.3	-71.9	-72.3	-72.3	-71.6	-67.6
cash	9.7	14.6	15.2	10.2	9.8	7.3	7.3	10.1	9.0	8.1	7.6	7.6	8.5	12.8
debt	29.7	66.4	68.5	73.4	75.5	75.0	75.0	78.9	79.3	80.0	80.0	80.0	80.1	80.4
Net debt to Sales	-0.1x	-0.3x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x	-0.4x
Net debt to EBITDA	-0.6x	-2.1x	-2.9x	-3.6x	-3.5x	-2.8x	-3.4x	-3.1x	-3.0x	-2.8x	-2.5x	-2.9x	-2.2x	-1.8x
OCF/Sales	5.5%	5.3%	8.5%	7.9%	2.0%	-1.1%	4.3%	0.3%	-0.6%	-0.6%	1.7%	0.2%	3.6%	6.1%
Capex/Sales	-9.1%	-13.5%	-8.9%	-12.3%	-6.3%	-2.7%	-7.6%	-3.2%	-3.0%	-2.7%	-2.7%	-2.9%	-3.2%	-4.0%
Broad net debt (inc taxes, oth	-32.0	-66.9	-70.3	-80.4	-83.4	-90.3	-90.3	-91.2	-94.7	-99.3	-99.8	-99.8	-99.8	-97.6
Income taxes paid	14.6	6.4	0.1	0.9	0.0	0.0	0.9							

Source: Z&A estimates, company reports

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## MariMed: Company Outlook and 4Q Review

### Exhibit 2: Cash Flow

US\$ 000s	Dec	Dec	Mar	Jun	Sep	Dec	Dec	Mar	Jun	Sep	Dec	Dec	Dec	Dec
SUMMARY CASH FLOW	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Net earnings	13,614	-16,007	-1,292	-1,639	-995	-8,201	-12,127	-2,456	-2,633	-2,538	-1,811	-9,438	-2,376	2,400
(+) D&A	4,714	8,574	2,312	2,817	2,685	3,044	10,858	2,504	2,523	2,542	2,561	10,130	9,102	9,496
<b>Cash earnings</b>	<b>18,328</b>	<b>-7,433</b>	<b>1,020</b>	<b>1,178</b>	<b>1,690</b>	<b>-5,157</b>	<b>-1,269</b>	<b>48</b>	<b>-110</b>	<b>3</b>	<b>749</b>	<b>691</b>	<b>6,726</b>	<b>11,896</b>
(-) Working capital changes	-21,931	-1,291	1,704	1,335	-1,191	4,571	6,419	23	-206	-322	-3	-507	-76	-175
(-) Other operating flows	10,914	16,634	486	672	304	173	1,635	50	54	52	37	193	48	-49
<b>Operating cash flow</b>	<b>7,311</b>	<b>7,910</b>	<b>3,210</b>	<b>3,185</b>	<b>803</b>	<b>-413</b>	<b>6,785</b>	<b>122</b>	<b>-262</b>	<b>-266</b>	<b>783</b>	<b>377</b>	<b>6,698</b>	<b>11,672</b>
(-) net capex	-12,140	-20,130	-3,368	-4,968	-2,566	-1,058	-11,960	-1,250	-1,250	-1,250	-1,250	-5,000	-5,946	-7,697
<b>Free cash flow</b>	<b>-4,829</b>	<b>-12,220</b>	<b>-158</b>	<b>-1,783</b>	<b>-1,763</b>	<b>-1,471</b>	<b>-5,175</b>	<b>-1,128</b>	<b>-1,512</b>	<b>-1,516</b>	<b>-467</b>	<b>-4,623</b>	<b>752</b>	<b>3,975</b>
(-) acquisitions	-14,248	-4,999	-836	-4,522	467	-171	-5,062	0	0	0	0	0	0	0
(-) divestitures	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(+) other	-11,924	-14,640	-20,386	-18,773	-26,718	-14,332	-5,737	0	0	0	0	0	0	0
(-) distributions	-259	-158	-45	-38	-37	-19	-139	0	0	0	0	0	0	0
(+) share issuance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) stock options/warrants	10	109	0	0	0	0	0	0	0	0	0	0	0	0
<b>Change in net</b>	<b>-30,991</b>	<b>-31,750</b>	<b>-21,380</b>	<b>-25,078</b>	<b>-28,014</b>	<b>-15,974</b>	<b>-15,974</b>	<b>-1,128</b>	<b>-1,512</b>	<b>-1,516</b>	<b>-467</b>	<b>-4,623</b>	<b>752</b>	<b>3,975</b>
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Ending net (debt)</b>	<b>-19,980</b>	<b>-51,730</b>	<b>-53,271</b>	<b>-63,183</b>	<b>-65,703</b>	<b>-67,704</b>	<b>-67,704</b>	<b>-68,832</b>	<b>-70,344</b>	<b>-71,861</b>	<b>-72,327</b>	<b>-72,327</b>	<b>-71,575</b>	<b>-67,600</b>
Cash/inv/sec	9,737	14,645	15,234	10,192	9,788	7,282	7,282	10,109	8,992	8,092	7,631	7,631	8,528	12,840
Gross debts/loans/bonds	29,717	66,375	68,505	73,375	75,491	74,986	74,986	78,942	79,336	79,953	79,958	79,958	80,104	80,440

Source: Z&A estimates, company reports

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## MariMed: Company Outlook and 4Q Review

### Exhibit 3: Cannabis sales projections

US\$ Mn	CY22	CY23	1Q24	2Q24	3Q24	4Q24	CY24	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
<b>Total revenues</b>	<b>8.3</b>	<b>148.6</b>	<b>37.9</b>	<b>40.5</b>	<b>40.7</b>	<b>39.0</b>	<b>158.0</b>	<b>38.7</b>	<b>41.7</b>	<b>46.4</b>	<b>46.4</b>	<b>173.1</b>	<b>185.8</b>	<b>192.4</b>
Product revenue	0.0	144.3	36.8	39.5	39.8	38.4	154.5	38.1	41.1	45.8	45.8	170.8	183.6	190.2
Other	8.3	4.3	1.1	0.9	0.9	0.6	3.5	0.6	0.6	0.6	0.6	2.3	2.3	2.3
<b>Product revenue</b>	<b>125.7</b>	<b>144.3</b>	<b>36.8</b>	<b>39.5</b>	<b>39.8</b>	<b>38.4</b>	<b>154.5</b>	<b>38.1</b>	<b>41.1</b>	<b>45.8</b>	<b>45.8</b>	<b>170.8</b>	<b>183.6</b>	<b>190.2</b>
wholesale	32.9	48.8	14.5	15.9	16.3	16.2	62.9	15.8	16.7	17.9	18.6	69.1	77.5	81.4
retail	92.8	95.5	22.3	23.6	23.4	22.2	91.6	22.3	24.4	27.9	27.2	101.7	106.0	108.7
<b>YoY ch %</b>	<b>16%</b>	<b>15%</b>	<b>10%</b>	<b>12%</b>	<b>5%</b>	<b>2%</b>	<b>7%</b>	<b>3%</b>	<b>4%</b>	<b>15%</b>	<b>19%</b>	<b>11%</b>	<b>7%</b>	<b>4%</b>
wholesale	26%	48%	40%	44%	20%	18%	29%	9%	6%	10%	15%	10%	12%	5%
retail	13%	3%	-4%	-3%	-3%	-7%	-4%	0%	3%	19%	23%	11%	4%	3%
<b>QoQ ch %</b>	<b>na</b>	<b>na</b>	<b>-2%</b>	<b>7%</b>	<b>1%</b>	<b>-3%</b>	<b>na</b>	<b>-1%</b>	<b>8%</b>	<b>11%</b>	<b>0%</b>	<b>na</b>	<b>na</b>	<b>na</b>
wholesale	na	na	5%	10%	3%	-1%	na	-2%	6%	7%	4%	na	na	na
retail	na	na	-6%	6%	-1%	-5%	na	0%	9%	14%	-2%	na	na	na
<b>By states (our est)</b>	<b>0.0</b>	<b>144.3</b>	<b>36.8</b>	<b>39.5</b>	<b>39.8</b>	<b>38.4</b>	<b>154.5</b>	<b>38.1</b>	<b>41.1</b>	<b>45.8</b>	<b>45.8</b>	<b>170.8</b>	<b>183.6</b>	<b>190.2</b>
IL	0.0	67.9	15.0	15.7	15.3	14.7	60.8	13.9	14.4	14.1	14.3	56.6	55.5	56.2
MA	0.0	44.9	11.6	13.6	13.4	12.8	51.5	12.2	12.0	12.2	12.0	48.4	47.6	48.4
MD	0.0	31.0	9.9	9.9	10.6	10.4	40.9	10.8	11.9	12.7	13.4	48.9	56.1	60.3
MO	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.6	0.8	1.6	4.3	4.7
OH	0.0	0.5	0.2	0.2	0.4	0.5	1.4	0.5	0.5	0.5	0.5	2.1	2.8	3.4
DE	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	2.1	5.7	4.8	13.2	17.3	17.2
<b>Sales mix %</b>														
IL		47%	41%	40%	39%	38%	39%	36%	35%	31%	31%	33%	30%	30%
MA		31%	32%	34%	34%	33%	33%	32%	29%	27%	26%	28%	26%	25%
MD		22%	27%	25%	27%	27%	26%	28%	29%	28%	29%	29%	31%	32%
MO		0%	0%	0%	0%	0%	0%	0%	0%	1%	2%	1%	2%	2%
OH		0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	2%
DE		0%	0%	0%	0%	0%	0%	2%	5%	12%	10%	8%	9%	9%
<b>Market size estimates (\$Mn) rec/med</b>														
DE	32	32	8	8	8	8	33	8	8	23	20	59	93	114
IL	1,907	1,960	493	505	496	504	1,998	488	502	495	506	1,991	2,018	2,043
MA	1,755	1,806	441	457	470	480	1,848	462	471	487	488	1,907	1,941	1,976
MD	509	787	273	284	292	297	1,146	296	313	331	340	1,280	1,420	1,527
MO	390	1,338	348	363	367	373	1,452	377	395	401	407	1,580	1,721	1,877
OH	467	482	122	120	196	250	687	254	260	266	274	1,054	1,376	1,700

Source: Z&A estimates, company reports



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## MariMed: Company Outlook and 4Q Review

### Exhibit 4: Market growth assumptions

US\$ Mn	CY19	CY20	CY21	CY22	CY23	CY24e	1Q25e	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e	CY28e	CY29e	CY30e	rec began
Total (med/rec)	12,068	18,712	24,821	25,968	28,794	30,838	7,949	8,131	8,287	8,354	32,721	35,021	37,704	39,845	42,717	45,890	
AZ	841	801	1,359	1,426	1,419	1,244	316	301	278	300	1,193	1,195	1,217	1,239	1,262	1,285	Jan'21
CA	2,804	4,704	5,780	5,393	5,177	5,020	1,251	1,248	1,306	1,333	5,139	5,257	5,376	5,495	5,613	5,732	Oct'16
CO	1,748	2,191	2,229	1,769	1,529	1,375	339	330	340	299	1,309	1,284	1,298	1,311	1,324	1,338	Jan'14
CT	84	117	150	150	277	294	79	84	88	93	344	368	381	394	408	423	Jan'23
FLA	506	1,308	1,603	1,708	1,862	1,813	397	398	399	399	1,593	1,599	1,605	1,611	2,640	4,279	Jul'29
GA		0	1	16	49	109	34	34	34	34	136	156	216	355	475	530	med
IL	251	1,035	1,776	1,907	1,960	1,998	488	502	495	506	1,991	2,018	2,043	2,069	2,095	2,122	Jan'20
MA	677	962	1,644	1,755	1,806	1,848	462	471	487	488	1,907	1,941	1,976	2,011	2,047	2,084	Nov'18
MD	252	453	551	509	787	1,146	296	313	331	340	1,280	1,420	1,527	1,621	1,683	1,706	Jul'23
ME	9	16	93	171	229	265	63	69	84	74	290	304	318	334	350	367	Oct'20
MI	289	985	1,793	2,294	3,029	3,317	808	855	869	853	3,385	3,458	3,465	3,472	3,479	3,486	Dec'19
MN	20	20	25	36	66	125	26	25	23	23	96	397	632	775	889	1,004	Jan'26
MO	20	21	210	390	1,338	1,452	377	395	401	407	1,580	1,721	1,877	2,049	2,238	2,445	Feb'23
MT				304	319	304	78	82	67	83	310	316	324	332	341	351	Jan'22
NH	10	13	17	20	24	27	8	8	8	8	30	34	37	40	44	47	med
NJ	95	196	217	556	800	1,046	268	280	292	304	1,143	1,252	1,373	1,506	1,652	1,813	Apr'22
NM	119	119	119	358	556	603	150	148	151	149	597	598	609	609	609	609	Apr'22
NV	702	780	1,042	882	825	844	210	218	212	207	847	852	868	885	902	919	Jul'17
NY	173	200	250	265	431	1,148	505	554	603	652	2,312	3,071	3,195	3,327	3,470	3,621	Dec'22
OH	56	223	379	467	482	687	254	260	266	274	1,054	1,376	1,700	1,773	1,848	1,928	Aug'24
OK	428	831	941	780	728	714	179	185	175	175	714	724	735	746	757	769	med
OR	840	1,111	1,184	994	955	968	236	245	252	244	978	987	997	1,007	1,017	1,028	Oct'15
PA	671	823	1,353	1,457	1,530	1,653	399	387	346	333	1,464	1,429	2,311	2,663	2,781	2,905	Jul'26
RI	40	47	44	53	108	117	30	30	31	31	123	132	142	151	161	170	Dec'22
VA	0	10	27	100	167	237	67	68	70	71	276	307	501	995	1,245	1,403	Jul'27
VT	5	6	8	9	11	12	3	3	3	3	14	15	17	19	20	22	May'22
WA	1,200	1,280	1,422	1,294	1,259	1,265	306	315	327	320	1,268	1,270	1,273	1,275	1,278	1,281	Jul'14
WV	0	0	0	22	66	85	23	24	25	26	99	116	129	129	129	129	med
Other states	229	459	603	883	1,005	1,120	295	300	326	327	1,248	1,419	1,563	1,653	1,960	2,094	

Source: Z&A estimates, Headset, state official data

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## MariMed: Company Outlook and 4Q Review

Exhibit 5: Forward EV calculations and share price scenarios

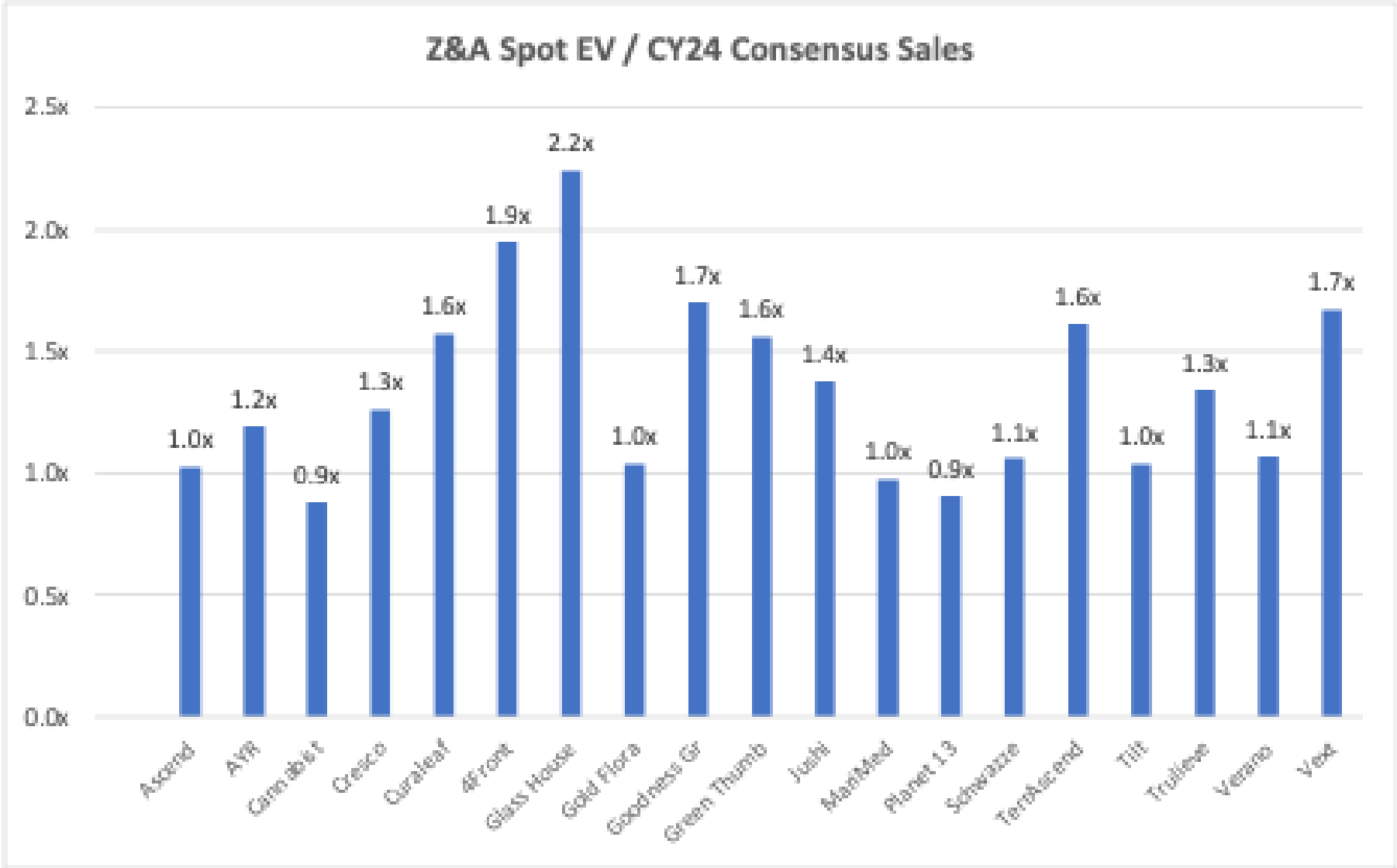
US\$ Mn	Dec CY22	Dec CY23	Dec CY24	Mar 1Q25e	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	Dec CY26e	Dec CY27e
<b>EV calculation for val purposes</b>	<b>74.1</b>	<b>128.1</b>	<b>151.7</b>	<b>152.7</b>	<b>156.2</b>	<b>160.9</b>	<b>161.4</b>	<b>161.4</b>	<b>161.3</b>	<b>159.1</b>
Market cap (\$Mn)	42.2	42.2	42.4	42.5	42.5	42.5	42.5	42.5	42.5	42.5
Share price (US\$)	0.11	0.11	0.11	0.11	0.11	0.11	0.11	0.11	0.11	0.11
Share count used for val pu	385.6	385.6	388.2	388.9	388.9	388.9	388.9	388.9	388.9	388.9
common shares	380.6	380.6	381.5	382.2	382.2	382.2	382.2	382.2	382.2	382.2
RSUs and derivatives in th	5.0	5.0	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7
Broadly defined net debt (\$M)	-32.0	-66.9	-90.3	-91.2	-94.7	-99.3	-99.8	-99.8	-99.8	-97.6
financial net cash (debt)	-20.0	-51.7	-67.7	-68.8	-70.3	-71.9	-72.3	-72.3	-71.6	-67.6
leases net of right of use as:	-0.5	-0.7	-0.7	-0.6	-1.0	-1.4	-1.4	-1.4	-1.6	-1.8
income tax debt	-11.5	-14.4	-21.9	-21.7	-23.4	-26.1	-26.1	-26.1	-26.7	-28.1
contingent warrant inflow										
Other										
preferred stock		19.0	19.0	19.0	19.0	19.0	19.0	19.0	19.0	19.0
minority interest adj										
<b>Valuation Multiples</b>		CY23	CY24					CY25	CY25	CY25
EV/Sales		0.9x	1.0					0.9	0.9	0.8
EV/EBITDA		5.2x	7.7x					6.4x	5.0x	4.2x
<b>Scenarios</b>		<i>by Dec'23</i>					<i>by Dec'24</i>	<i>by Dec'25</i>	<i>by Dec'26</i>	<b>upside by Dec'25</b>
EV/Sales of		<b>1.0x</b>	0.13				0.14	0.17	0.20	<b>58%</b>
EV/Sales of		<b>1.5x</b>	0.33				0.36	0.41	0.44	<b>276%</b>
EV/Sales of		<b>2.0x</b>	0.53				0.58	0.65	0.69	<b>495%</b>
EV/Sales of		<b>3.0x</b>	0.94				1.03	1.13	1.18	<b>932%</b>
EV/Sales of		<b>5.0x</b>	1.75				1.92	2.08	2.17	<b>1806%</b>
EV/Sales of		<b>7.0x</b>	2.57				2.81	3.04	3.16	<b>2680%</b>
EV/EBITDA of		<b>5.0x</b>	-0.03				0.02	0.11	0.18	<b>2%</b>
EV/EBITDA of		<b>7.0x</b>	0.07				0.15	0.28	0.38	<b>155%</b>
EV/EBITDA of		<b>8.0x</b>	0.12				0.21	0.36	0.47	<b>231%</b>
EV/EBITDA of		<b>10.0x</b>	0.22				0.34	0.53	0.67	<b>384%</b>
EV/EBITDA of		<b>15.0x</b>	0.48				0.67	0.95	1.15	<b>766%</b>

Source: Z&A estimates, company reports



# Appendix II: MSO Valuation Comps

Exhibit 6: Valuation Comps – MSOs



Source: FactSet; company reports

## Exhibit 7: Valuation Comps – MSOs

US\$Mn 9-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
<b>US MSOs</b>	<b>1.3x</b>	<b>1.1x</b>	<b>0.9x</b>	<b>6.2x</b>	<b>5.2x</b>	<b>4.0x</b>								
Ascend Wellness	1.0x	1.0x	1.0x	5.8x	4.9x	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	4.5x	5.6x	5.8x	-0.9x	-0.9x	-3.2x	-4.1x	-1.1x	-1.1x	-4.3x	-5.4x
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	1.1x	na	na	3.7x	na	na	-0.5x	na	-1.9x	na	-0.9x	na	-3.1x	na
Cresco Labs	1.3x	1.3x	1.2x	4.4x	4.6x	4.6x	-0.5x	-0.5x	-1.8x	-1.9x	-0.8x	-0.8x	-2.7x	-2.9x
Curaleaf	1.6x	1.5x	1.5x	6.8x	6.8x	6.1x	-0.5x	-0.5x	-2.2x	-2.2x	-0.9x	-0.9x	-3.9x	-3.8x
4Front Ventures	1.9x	na	na	7.3x	na	na	-1.0x	na	-3.9x	na	-1.8x	na	-6.7x	na
Glass House	2.2x	2.7x	2.1x	7.0x	14.5x	8.8x	-0.1x	-0.1x	-0.3x	-0.6x	-0.2x	-0.3x	-0.8x	-1.6x
Gold Flora	1.0x	0.8x	0.7x	12.1x	7.9x	4.5x	-0.3x	-0.2x	-3.6x	-2.4x	-0.9x	-0.7x	-11.0x	-7.2x
Goodness Growth	1.7x	1.7x	na	7.0x	6.9x	na	-0.5x	-0.5x	-2.1x	-2.1x	-0.9x	-0.9x	-3.7x	-3.6x
Green Thumb	1.6x	1.6x	1.5x	4.7x	5.2x	4.8x	-0.1x	-0.1x	-0.2x	-0.2x	-0.1x	-0.1x	-0.3x	-0.3x
Grown Rogue	2.9x	na	na	3.8x	na	na	0.2x	na	0.3x	na	0.0x	na	0.1x	na
iAnthus	1.3x	na	na	10.0x	na	na	-1.0x	na	-7.3x	na	-1.0x	na	-7.5x	na
Jushi	1.4x	1.3x	1.2x	11.3x	6.7x	5.8x	-0.6x	-0.6x	-5.1x	-3.0x	-1.2x	-1.1x	-9.5x	-5.6x
MariMed	1.0x	0.8x	0.7x	6.4x	5.0x	3.7x	-0.4x	-0.4x	-2.8x	-2.2x	-0.6x	-0.5x	-3.8x	-3.0x
Planet 13	0.9x	0.8x	0.7x	22.4x	9.4x	5.3x	0.1x	0.1x	3.7x	1.5x	-0.1x	-0.1x	-1.5x	-0.6x
Schwazze	1.1x	1.0x	na	4.6x	3.2x	na	-0.9x	-0.8x	-3.8x	-2.6x	-1.1x	-1.0x	-4.6x	-3.2x
TerrAscend	1.6x	1.6x	1.5x	8.7x	7.5x	6.5x	-0.6x	-0.6x	-3.1x	-2.7x	-1.0x	-1.0x	-5.7x	-4.8x
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	1.1x	1.1x	1.0x	3.7x	3.6x	3.4x	-0.4x	-0.4x	-1.3x	-1.3x	-0.8x	-0.8x	-2.6x	-2.6x
Vext	1.7x	1.2x	1.0x	5.2x	3.9x	3.2x	-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 and company reports

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### Exhibit 8: Spot EV calculation - MSOs

US\$Mn 9-Mar-25	FactSet Spot EV	Z&A Spot EV	US\$ price	mn shares	mn deriv	Total Mkt Cap	Financial net debt	Net leases	Income tax liab.	Conting Cons.	ITM deriv inflow	Total BDND	Pref Stock Min Int
<b>US MSOs</b>													
Ascend Wellness	562	579	0.29	214.5	13.3	67	-241	-134	-137			-512	
Ayr Wellness	599	547	0.21	116.2	3.4	25	-394	-5	-123	0	0	-522	
Cannabist Co	532	405	0.05	472.7	8.2	25	-269	-26	-86			-380	
Cansortium	140	115	0.06	304.9	5.6	18	-59	-9	-29			-97	
Cresco Labs	818	904	0.76	441.0	8.9	343	-365	-56	-130	-10		-561	
Curaleaf	1,618	2,074	1.01	750.1	11.0	769	-670	-46	-416	-41		-1,173	132
4Front Ventures	232	152	0.01	915.2	3.8	13	-81	-11	-42	-5	0	-139	
Glass House	364	572	5.19	81.0	3.5	438	-25	0	-4	-32		-61	72
Gold Flora	130	135	0.04	287.7	0.1	12	-40	-34	-44	-4		-123	
Goodness Growth	117	171	0.35	230.3	4.1	82	-51	-10	-29			-89	
Green Thumb	1,845	1,830	7.04	235.9	7.7	1,715	-83	-29	-2	0	0	-115	
Grown Rogue	75	76	0.54	143.5		77	5	-2	-2			1	
iAnthus	52	214	0.01	6,615.3		53	-157	-5				-161	
Jushi	309	362	0.29	196.7	0.0	58	-165	-1	-139			-305	
MariMed	142	152	0.11	382.2	7.7	43	-68	-1	-22			-90	19
Planet 13	84	116	0.33	325.2	0.3	108	19	-7	-16	-5		-8	
Schwazze	173	186	0.01	80.2		0	-151	-2	-33	0		-186	
StateHouse	144	200	0.02	256.4	138.6	6	-114	-10	-54	-22	7	-192	2
TerrAscend	354	478	0.47	355.8	3.1	167	-172	-5	-128	-4		-310	
TILT	110	112	0.01	390.6	4.4	4	-62	-44	-2			-108	
Trulieve	1,236	1,616	4.24	191.0	3.2	823	-318	-23	-445	-6		-793	
Verano	694	929	0.72	358.7	6.3	264	-326	-9	-329	-1		-666	
Vext	44	60	0.11	247.4	0.4	26	-33	0				-34	

Source: FactSet and company reports

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## MariMed: Company Outlook and 4Q Review

### Exhibit 9: Stock Performance

9-Mar-25	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>US MSOs</b>			
Ascend	-28%	-33%	-74%
Ayr	-59%	-60%	-89%
Cannabist	-26%	-47%	-83%
Consortium	-21%	-37%	-68%
Cresco	-33%	-29%	-51%
Curaleaf	-39%	-41%	-76%
4Front	-3%	-43%	-84%
GlassHouse	-6%	-23%	-17%
Gold Flora	-18%	32%	-83%
Vireo Growth	-35%	1%	4%
Grown Rogue	-11%	-23%	7%
Green Thumb	-2%	-18%	-39%
iAnthus	19%	78%	-58%
Jushi	-23%	-5%	-52%
MariMed	-15%	-24%	-53%
Planet13	-8%	-17%	-35%
Schwazze	599900%	-89%	-99%
StateHouse	na	na	-68%
Trulieve	-17%	-23%	-55%
TerrAscend	-31%	-39%	-71%
Vext	-4%	-23%	-44%
Verano	-40%	-47%	-84%
<b>International</b>			
InterCure	-7%	-2%	13%
PharmaCielo	1%	-5%	123%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>Canadian LPs</b>			
Aurora	22%	46%	114%
Avant	-9%	95%	-66%
Auxly	46%	118%	378%
Ayurcann	-28%	28%	12%
Cannara	0%	61%	19%
Canopy	-54%	-68%	-61%
Cronos	-3%	-2%	1%
Decibel	-11%	8%	-37%
Entourage	13%	-52%	-56%
High Tide	-15%	-30%	47%
OGI	-35%	-34%	-47%
Rubicon	5%	13%	5%
SNOL	-16%	-18%	17%
Tilray	-35%	-46%	-58%
VFF	-12%	-11%	-4%
<b>Tech</b>			
LFLY	-39%	-82%	-91%
SBIG	14%	13%	-50%
MAPS	-6%	-4%	54%
<b>Vape parts</b>			
GNLN	-64%	-68%	-89%
ISPR	-9%	-27%	-56%
SMORF	0%	-7%	90%
TLTTF	-7%	34%	-77%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>MJ Fincos</b>			
AFCG	-1%	-12%	-28%
IIPR	0%	-31%	-24%
NLCP	-4%	-16%	-3%
SHFS	-33%	-22%	-64%
LIEN	1%	-8%	20%
REFI	4%	1%	0%
<b>Pix &amp; Shovel</b>			
AGFY	-27%	-36%	167%
GRWG	-18%	-39%	-48%
HYFM	-48%	-49%	-59%
SMG	-11%	-18%	-7%
UGRO	-2%	-33%	-61%
<b>CBD</b>			
CVSI	-14%	-2%	13%
CWEB	-9%	-18%	-34%
LFID	-30%	-44%	-88%
<b>Index</b>			
S&P 500	-5%	-5%	12%
S&P 477	3%	1%	13%
Nasdaq	-10%	-8%	26%
MSOS ETF	-22%	-30%	-63%
YOLO ETF	-15%	-22%	-39%
<b>Simple Group Averages</b>			
Large Canada LP:	-22%	-22%	-6%
Tier 1 MSOs	-26%	-31%	-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](http://www.zuanicassociates.com); via email [pablo.zuanic@zuanicgroup.com](mailto:pablo.zuanic@zuanicgroup.com); or via X @420Odysseus.*



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