



5/12/2025

# MariMed Inc. (MRMD)

Company update: Overweight

US\$ Mn								
Sales	FY23a	FY24a	FY25e	Prev	FY26e	Prev	FY27e	Prev
1Q	34.4	37.9	38.0 A	37.5	43.8	45.1	45.3	46.5
2Q	36.5	40.4	41.4 E	42.2	46.1	47.5	48.2	49.3
3Q	38.8	41.0	42.6 E	47.2	47.6	48.9	49.7	50.9
4Q	<u>38.9</u>	<u>39.0</u>	<u>44.9</u> E	<u>47.2</u>	<u>47.9</u>	<u>49.0</u>	<u>50.5</u>	<u>51.7</u>
FY	148.6	158.0	166.9 E	174.1	185.5	190.5	193.8	198.4
EBITDA	FY23a	FY24a	FY25e	Prev	FY26e	Prev	FY27e	Prev
1Q	7.1	4.7	2.6 A	5.4	6.4	7.3	8.6	8.9
2Q	6.3	4.4	4.7 E	5.9	7.5	8.3	9.2	9.5
3Q	6.1	4.7	6.1 E	6.5	7.8	8.6	9.5	9.8
4Q	<u>5.2</u>	<u>5.9</u>	<u>6.5</u> E	<u>7.4</u>	<u>8.4</u>	<u>8.7</u>	<u>9.8</u>	<u>10.0</u>
FY	24.7	19.6	19.9 E	25.2	30.1	32.9	37.1	38.2
Share price (US\$) 0.09 Perf. MRMD MSOS S&P500 Stance: Overweight								
Share count (mn) 388.2 30d 6% 23% 7% no price target								
Market Cap (\$Mn) 34 90d -33% -25% -4% FY=Dec								
Ticker MRMD 1yr -68% -72% 11%								



US\$Mn	FY24	FY25	FY26
Projected EV	143.4	152.5	156.4
EV/Sales	0.9x	0.9x	0.8x
EV/EBITDA	7.3x	7.7x	5.2x
	FY24	FY25	FY26
Net debt/Sales	-0.4x	-0.4x	-0.4x
Net debt/EBITDA	-3.4x	-3.6x	-2.4x
Free Cash Flow	-5.2	-3.7	-1.6
Net debt	-67.7	-71.8	-73.4
Consensus	FY24	FY25	FY26
Sales		168.8	182.1
EBITDA		26.0	34.9
Guidance CY25:	na		

Pablo Zuanic

ZUANIC & ASSOCIATES

pablo.zuanic@zuanicgroup.com

420Odysseus; www.zuanicassociates.com



## Updated Estimates and Views Post 1Q25

MRMD is unique among MSOs with 44% of sales coming from its wholesale business; its brands rank among the top tier in states like MA/MD and are rising in IL/MO after recently entering those markets. True, on the flipside, less verticality means lower margins vs. peers (all else equal), but in the long term (with inter state trade and even a 2 or 3-tier system as in alcohol), we see value in companies with proven brand portfolios. While a smaller state, Delaware flipping rec should boost sales in the back half (MRMD has 2 stores of a total of 7 in DE). The stock trades at 0.9x sales vs. 1.4x for the MSO average. We rate MRMD Overweight. *Note: See our [recent interview](#) (4/22) with Ryan Crandall, the company's Chief Commercial Officer.*

### About 1Q25.

- Sales of \$38Mn were flat yoy and down 3% qoq (we were at \$37.5Mn). Wholesale drove growth (+16% yoy; +4% qoq) and accounted for 44% of total revenues (highest ratio in MSO land), with IL a key contributor to wholesale growth. Retail was down 7% yoy (-6% qoq). IL, MA, and MD, accounted for the bulk of the company's total revenues in 1Q25. DE added about ~\$1Mn of revenue (MRMD closed on the First State Compassion deal on 3/1 and began consolidating revenues; prior to this it was MSA accounted).
- IL (where MRMD has 5 stores) was the main cause for the drop in MRMD's total retail sales, owing to pressure from new store openings and price deflation (see our IL market review in our [recent MRMD note](#)). On the other hand, the recent launch of MRMD flower in IL and ongoing growth in edibles/vape there (launched in early 2024), resulted in 40% yoy wholesale growth in the state. MRMD saw "modest" growth in MA wholesale (pricing stabilizing) and has ramped coverage to 50 stores in MO. In MD, per management. Betty's, Bubby's, and Vibrations, are all #1 brands in their respective segments.
- Adj gross margins of 41% were down from 43% in 4Q24 and 44% in 1Q24. The drop was in part attributed to "expansion" initiatives (start-up costs) and retail pressure in IL. The latter, plus a vendor issue and higher headcounts costs (+\$1Mn qoq in personnel costs), resulted in a drop in EBITDA margins to 6.8% (from 15.2% in 4Q24).
- Operating cash flow of \$1.3Mn was slightly below the \$1.7Mn average of CY24, and it was helped by a \$3Mn qoq increase in income tax payables. MRMD is now entering a lower capex with cycle, with 1Q25 capex of \$0.3Mn well below recent levels (\$12M for CY24 and \$20Mn for CY23).
- Net debt was flat qoq in the ~\$67Mn level (\$7Mn in cash). Only \$5Mn of the \$74Mn in debt is due in CY25 (\$58Mn is due after 2029). Re income tax debt, MRMD is filing and paying income taxes as a regular corporation (without factoring 280e). It reported \$25Mn in income tax payables (up from \$16Mn in 1Q24 and \$22Mn in 4Q24).



### Outlook.

- Guiding for high single digit sales growth for 2Q25, mainly on the back of a full quarter from DE and continued wholesale ramp in IL. Calls for an improvement in EBITDA margins (post the one-off vendor issue that impacted 1Q margins); that said, expansion costs and DE's initially lower margins may limit the upside. We factor rec sales in DE to begin on 10/1. We project \$167Mn in sales for the year and EBITDA at \$20Mn.
- The start of rec sales in DE sometime in 2H25, should also drive growth in CY24. At present, there are seven stores in operation in the state (MRMD has two) and based on licensing we estimate there may be at most 10 by YE25. The med to rec ramp may be in line with what we have seen in OH (<2x), but it should still result in attractive rev/store numbers and favorable retailer economics.
- Management expects continued wholesale growth in the IL market, based on flower rollout and the growth momentum of the company's brands there. MO growth should also ramp, albeit reciprocity in the state favors vendors with retail ops (MRMD only has processing/manufacturing in MO).
- MRMD will be launching a new capsule product under the name Microdose by Nature's Heritage (blends THC and functional mushrooms), to be sold at dispensaries. For context, although the capsules segment is small (~1% of the market), the Ascend 1906 brand dominates the segment in MA with 90% share (\$1.4Mn in sales at retail in MA in 4Q24, per Headset). MRMD is also exploring ways to enter the hemp derivatives market.
- Recent cost savings initiatives, increased own brand distribution, and the completion of its 10 expansion projects should drive margin expansion in CY25. Also, in IL we understand part of the flower capacity (a small craft grow facility) will go to MariMed's own five stores, which should help margins. DE margins should move up to the company average.
- MRMD continues to look at expansion opportunities in the existing footprint as well as in new states (NY? PA?). In OH it was approved for a 2<sup>nd</sup> store and it is seeking a location. In MD, the Upper Marlboro store continues to grow, although relocation within Prince George's country remains an option.

**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 proven brand portfolio. We calculate a spot EV of \$142Mn (25% market cap), taking the share count at 389mn (and 11mn RSUs), net debt of \$67Mn, tax debt of \$25Mn, net leases of \$1Mn, and preferred stock of \$15Mn. On current sales, MRMD trades at 0.9x sales vs. 1.4x for the MSO average. 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 3-5x EV to retail sales (Nature's Heritage TMT \$50Mn; In House \$40Mn; Betty's Eddies \$30Mn).

**Table 1: 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 Intl	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&A



# Appendix I: Company Financials

12 May 2025

## MariMed: Update Post 1Q25

### Exhibit 1: Financial Highlights

US\$ Mn	Dec CY22	Dec CY23	Mar 1Q24	Jun 2Q24	Sep 3Q24	Dec 4Q24	Dec CY24	Mar 1Q25	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	Dec CY26e	Dec CY27e
<b>P&amp;L Highlights</b>														
Sales (product rev + othe	134.0	148.6	37.9	40.4	40.6	39.0	158.0	38.0	41.4	42.6	44.9	166.9	185.5	193.8
qoq ch %	na	na	-2%	7%	0%	-4%	na	-3%	9%	3%	6%	na	na	na
yoy ch %	10%	11%	10%	11%	5%	0%	6%	0%	2%	5%	15%	6%	11%	4%
Consensus Sales									41.6	44.3	44.5	168.8	182.1	na
Gross profit	64.0	65.9	16.5	16.9	16.8	12.7	62.9	15.1	20.3	20.9	22.5	78.7	92.7	96.9
as % of sales	47.7%	44.4%	43.4%	41.8%	41.3%	32.6%	39.8%	39.9%	49.0%	49.0%	50.0%	47.2%	50.0%	50.0%
Total SGA	-43.6	-51.5	-14.5	-16.0	-15.4	-14.1	-60.0	-16.0	-18.2	-17.5	-22.1	-73.7	-73.4	-70.8
SGA/sales	-32.5%	-34.7%	-38.1%	-39.5%	-38.0%	-36.2%	-38.0%	-42.1%	-44.0%	-41.1%	-49.1%	-44.2%	-39.5%	-36.5%
Operating income	20.4	14.4	2.0	1.0	1.3	-1.4	2.9	-0.9	2.1	3.4	0.4	5.0	19.4	26.1
operating margin	15.2%	9.7%	5.3%	2.4%	3.3%	-3.6%	1.8%	-2.2%	5.0%	7.9%	0.9%	3.0%	10.5%	13.5%
Adj EBITDA	32.4	24.7	4.7	4.4	4.7	5.9	19.6	2.6	4.7	6.1	6.5	19.9	30.1	37.1
EBITDA margin	24.2%	16.6%	12.3%	10.8%	11.5%	15.2%	12.4%	6.8%	11.5%	14.3%	14.4%	11.9%	16.2%	19.1%
Consensus EBITDA									6.3	6.9	7.7	26.0	34.9	na
as % of sales									15.1%	15.5%	17.3%	15.4%	19.2%	na
Net interest expense	-0.7	-8.9	-1.6	-1.7	-1.7	-1.8	-6.8	-1.7	-1.8	-1.8	-1.8	-7.1	-6.6	-5.8
Net int exp/sales	-0.5%	-6.0%	-4.2%	-4.2%	-4.1%	-4.7%	-4.3%	-4.6%	-4.3%	-4.3%	-4.1%	-4.3%	-3.5%	-3.0%
Profit before tax	19.5	-6.6	0.4	-0.8	-0.3	-3.3	-4.0	-2.6	0.3	1.6	-1.4	-2.1	12.8	20.3
Net profit	13.5	-16.0	-1.3	-1.7	-1.0	-8.2	-12.2	-5.5	-3.9	-2.8	-6.0	-18.1	-6.5	0.0
EPS	0.04	-0.04	0.00	0.00	0.00	-0.02	-0.03	-0.01	-0.01	-0.01	-0.02	-0.05	-0.02	0.00
AFD share count (mn)	380.3	363.4	375.2	379.5	380.6	381.2	379.2	382.6	382.6	382.6	382.6	382.6	382.6	382.6
<b>BS and CF Highlights</b>														
Operating cash flow	7.3	7.9	3.2	3.2	0.8	-0.4	6.8	1.3	-1.1	0.0	0.2	0.3	4.3	11.0
(-) Capex	-12.1	-20.1	-3.4	-5.0	-2.6	-1.1	-12.0	-0.3	-1.3	-1.3	-1.3	-4.0	-5.9	-7.8
Free cash flow	-4.8	-12.2	-0.2	-1.8	-1.8	-1.5	-5.2	1.0	-2.4	-1.3	-1.1	-3.7	-1.6	3.2
Financial net (debt)	-20.0	-51.7	-53.3	-63.2	-65.7	-67.7	-67.7	-67.1	-69.5	-70.7	-71.8	-71.8	-73.4	-70.2
cash	9.7	14.6	15.2	10.2	9.8	7.3	7.3	7.2	9.2	8.1	7.3	7.3	6.1	9.6
debt	29.7	66.4	68.5	73.4	75.5	75.0	75.0	74.3	78.7	78.8	79.1	79.1	79.5	79.8
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	-6.5x	-3.7x	-2.9x	-2.8x	-3.6x	-2.4x	-1.9x
OCF/Sales	5.5%	5.3%	8.5%	7.9%	2.0%	-1.1%	4.3%	3.4%	-2.8%	0.0%	0.4%	0.2%	2.3%	5.7%
Capex/Sales	-9.1%	-13.5%	-8.9%	-12.3%	-6.3%	-2.7%	-7.6%	-0.7%	-3.0%	-2.9%	-2.8%	-2.4%	-3.2%	-4.0%
Broad net debt (inc tax	-32.0	-66.9	-70.3	-80.4	-83.4	-90.3	-90.3	-92.6	-97.6	-99.7	-102.6	-102.6	-106.5	-105.3
Income taxes paid	14.6	6.4	0.1	0.9	0.0	0.0	0.9	0.0						

Source: Z&amp;A estimates, company reports

12 May 2025

## MariMed: Update Post 1Q25

### 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	1Q25	2Q25e	3Q25e	4Q25e	CY25e	CY26e	CY27e
Net earnings	13,614	-16,007	-1,292	-1,639	-995	-8,201	-12,127	-5,420	-3,874	-2,757	-6,006	-18,057	-6,520	-26
(+) D&A	4,714	8,574	2,312	2,817	2,685	3,044	10,858	2,756	2,677	2,696	6,071	14,199	10,707	11,009
<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>-2,664</b>	<b>-1,197</b>	<b>-62</b>	<b>65</b>	<b>-3,858</b>	<b>4,187</b>	<b>10,983</b>
(-) Working capital changes	-21,931	-1,291	1,704	1,335	-1,191	4,571	6,419	1,757	-25	-9	-17	1,706	-22	-19
(-) Other operating flows	10,914	16,634	486	672	304	173	1,635	2,200	79	56	123	2,458	133	1
<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>1,293</b>	<b>-1,144</b>	<b>-14</b>	<b>170</b>	<b>305</b>	<b>4,298</b>	<b>10,964</b>
(-) net capex	-12,140	-20,130	-3,368	-4,968	-2,566	-1,058	-11,960	-266	-1,250	-1,250	-1,250	-4,016	-5,936	-7,750
<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>1,027</b>	<b>-2,394</b>	<b>-1,264</b>	<b>-1,080</b>	<b>-3,711</b>	<b>-1,638</b>	<b>3,214</b>
(-) acquisitions	-14,248	-4,999	-836	-4,522	467	-171	-5,062	125	0	0	0	125	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	-14,940	0	0	0	-14,940	0	0
(-) distributions	-259	-158	-45	-38	-37	-19	-139	-58	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>-13,788</b>	<b>-2,394</b>	<b>-1,264</b>	<b>-1,080</b>	<b>-4,093</b>	<b>-1,638</b>	<b>3,214</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>-67,059</b>	<b>-69,453</b>	<b>-70,717</b>	<b>-71,797</b>	<b>-71,797</b>	<b>-73,435</b>	<b>-70,221</b>
Cash/inv/sec	9,737	14,645	15,234	10,192	9,788	7,282	7,282	7,201	9,240	8,126	7,343	7,343	6,083	9,627
Gross debts/loans/bonds	29,717	66,375	68,505	73,375	75,491	74,986	74,986	74,260	78,693	78,843	79,140	79,140	79,518	79,848

Source: Z&amp;A estimates, company reports

12 May 2025

## MariMed: Update Post 1Q25

### Exhibit 3: Cannabis Sales Projections

US\$ Mn	Dec CY22	Dec CY23	Mar 1Q24	Jun 2Q24	Sep 3Q24	Dec 4Q24	Dec CY24	Mar 1Q25	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	Dec CY26e	Dec CY27e
<b>Total revenues</b>	<b>8.3</b>	<b>148.6</b>	<b>37.9</b>	<b>40.5</b>	<b>40.6</b>	<b>38.9</b>	<b>157.9</b>	<b>38.0</b>	<b>41.4</b>	<b>42.6</b>	<b>44.9</b>	<b>166.9</b>	<b>185.5</b>	<b>193.8</b>
Product revenue	0.0	144.3	36.9	39.5	39.7	38.3	154.4	37.6	40.8	42.0	44.4	164.8	183.2	191.5
Other	8.3	4.3	1.1	0.9	0.9	0.6	3.5	0.4	0.6	0.6	0.6	2.1	2.3	2.3
<b>Product revenue</b>	<b>125.7</b>	<b>144.3</b>	<b>36.9</b>	<b>39.5</b>	<b>39.7</b>	<b>38.3</b>	<b>154.4</b>	<b>37.6</b>	<b>40.8</b>	<b>42.0</b>	<b>44.4</b>	<b>164.8</b>	<b>183.2</b>	<b>191.5</b>
wholesale	32.9	48.8	14.5	15.9	16.3	16.2	62.9	16.8	16.0	17.3	17.8	67.9	80.2	84.7
retail	92.8	95.5	22.3	23.6	23.4	22.2	91.5	20.8	24.8	24.7	26.6	96.9	103.1	106.8
<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>2%</b>	<b>3%</b>	<b>6%</b>	<b>16%</b>	<b>7%</b>	<b>11%</b>	<b>5%</b>
wholesale	26%	48%	40%	44%	20%	18%	29%	16%	0%	6%	10%	8%	18%	6%
retail	13%	3%	-4%	-3%	-3%	-7%	-4%	-7%	5%	6%	20%	6%	6%	4%
<b>QoQ ch %</b>	<b>na</b>	<b>na</b>	<b>-2%</b>	<b>7%</b>	<b>0%</b>	<b>-3%</b>	<b>na</b>	<b>-2%</b>	<b>9%</b>	<b>3%</b>	<b>6%</b>	<b>na</b>	<b>na</b>	<b>na</b>
wholesale	na	na	6%	10%	3%	-1%	na	4%	-5%	8%	3%	na	na	na
retail	na	na	-6%	6%	-1%	-5%	na	-6%	20%	-1%	8%	na	na	na
<b>By states (our est)</b>	<b>0.0</b>	<b>144.3</b>	<b>36.9</b>	<b>39.5</b>	<b>39.7</b>	<b>38.3</b>	<b>154.4</b>	<b>37.6</b>	<b>40.8</b>	<b>42.0</b>	<b>44.4</b>	<b>164.8</b>	<b>183.2</b>	<b>191.5</b>
IL	0.0	67.9	15.0	15.7	15.2	15.3	61.1	13.2	14.5	14.1	14.4	56.2	55.2	56.1
MA	0.0	44.9	11.7	13.7	13.5	12.3	51.2	13.0	11.6	12.0	11.8	48.3	51.9	52.8
MD	0.0	31.0	9.9	9.9	10.6	10.2	40.7	10.1	11.4	12.2	12.6	46.4	54.0	58.6
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	4.2	4.6
OH	0.0	0.5	0.2	0.2	0.4	0.5	1.3	0.5	0.8	0.8	1.1	3.1	5.5	6.8
DE	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.8	2.4	2.3	3.7	9.2	12.4	12.6
<b>Sales mix %</b>														
IL		47%	41%	40%	38%	40%	40%	35%	36%	33%	32%	34%	30%	29%
MA		31%	32%	35%	34%	32%	33%	35%	28%	29%	27%	29%	28%	28%
MD		22%	27%	25%	27%	27%	26%	27%	28%	29%	28%	28%	29%	31%
MO		0%	0%	0%	0%	0%	0%	0%	0%	1%	2%	1%	2%	2%
OH		0%	1%	1%	1%	1%	1%	1%	2%	2%	2%	2%	3%	4%
DE		0%	0%	0%	0%	0%	0%	2%	6%	5%	8%	6%	7%	7%
<b>Market size estimates (\$Mn) rec/med</b>														
DE	32	32	8	8	8	8	33	8	8	8	15	39	67	84
IL	1,907	1,960	493	505	496	514	2,008	482	502	495	511	1,990	2,015	2,040
MA	1,755	1,806	443	459	474	462	1,838	432	472	491	480	1,875	1,923	1,957
MD	509	787	273	284	292	293	1,141	281	304	322	328	1,235	1,376	1,483
MO	390	1,338	348	363	367	382	1,461	370	387	393	399	1,549	1,687	1,840
OH	467	482	122	120	196	238	675	227	260	266	274	1,026	1,376	1,700

Source: Z&A estimates, company reports



12 May 2025

## MariMed: Update Post 1Q25

### 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)	11,665	18,035	23,993	25,200	28,053	29,831	7,619	7,881	7,958	7,957	31,415	34,087	36,293	38,336	41,200	44,365	
AZ	841	801	1,359	1,426	1,419	1,251	316	304	279	300	1,200	1,202	1,224	1,246	1,269	1,292	Jan'21
CA	2,400	4,027	4,952	4,626	4,436	3,982	1,005	1,008	956	909	3,877	3,995	4,114	4,233	4,351	4,470	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	1,789	397	398	398	399	1,592	1,598	1,604	1,609	2,639	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	2,008	482	502	495	511	1,990	2,015	2,040	2,066	2,092	2,119	Jan'20
MA	677	962	1,644	1,755	1,806	1,838	432	472	491	480	1,875	1,923	1,957	1,992	2,028	2,064	Nov'18
MD	252	453	551	509	787	1,141	281	304	322	328	1,235	1,376	1,483	1,577	1,639	1,664	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	1,461	370	387	393	399	1,549	1,687	1,840	2,008	2,193	2,396	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	828	184	184	188	180	736	740	754	769	783	798	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	675	227	260	266	274	1,026	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	1,726	428	423	418	414	1,682	1,990	2,404	2,666	2,784	2,908	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	312	322	1,229	1,392	1,532	1,621	1,925	2,057	

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

12 May 2025

## MariMed: Update Post 1Q25

### Exhibit 5: Forward EV calculations and Share Price Scenarios

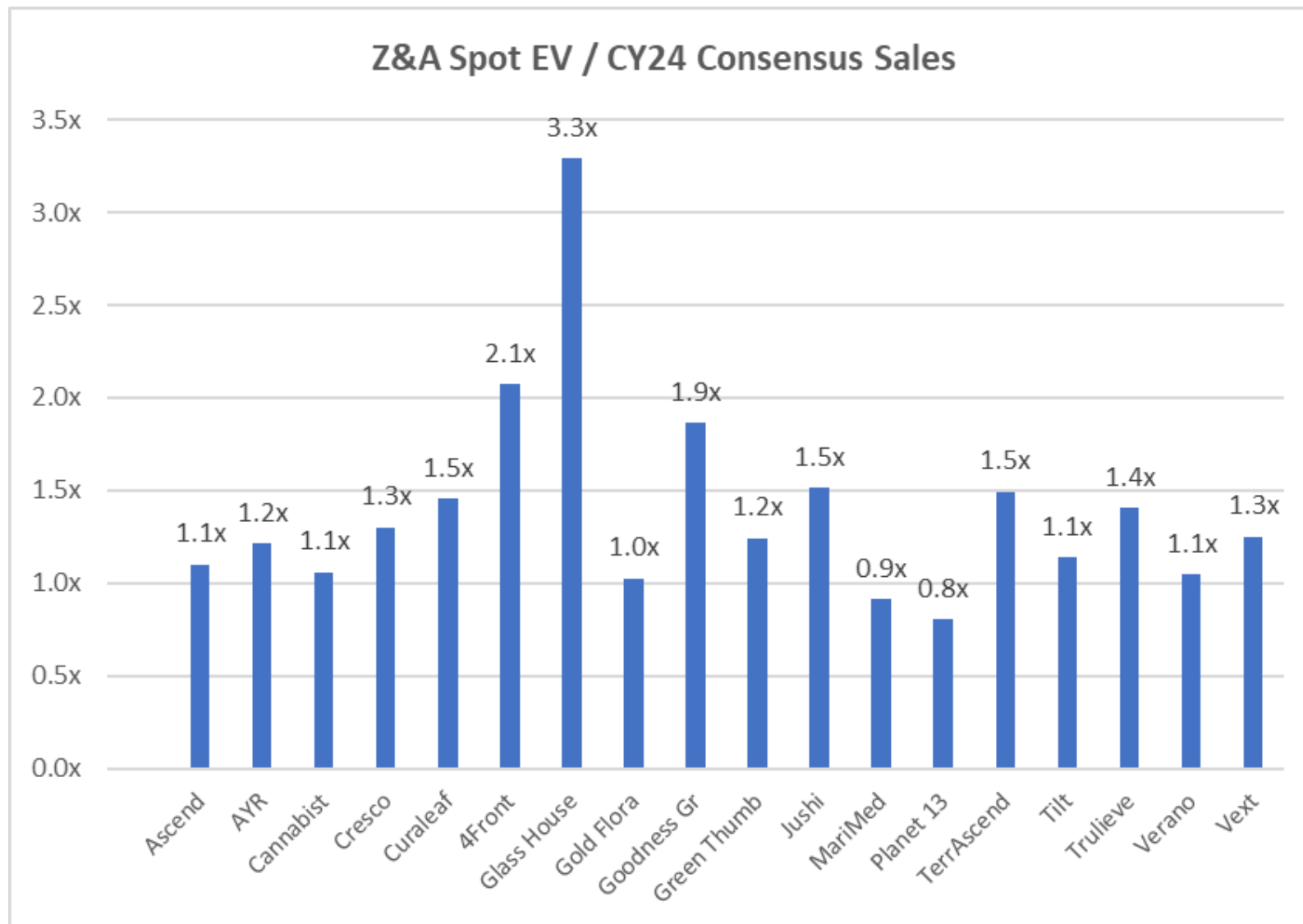
US\$ Mn	Dec CY22	Dec CY23	Dec CY24	Mar 1Q25	Jun 2Q25e	Sep 3Q25e	Dec 4Q25e	Dec CY25e	Dec CY26e	Dec CY27e
<b>EV calculation for val purp</b>	<b>65.9</b>	<b>119.8</b>	<b>143.4</b>	<b>142.4</b>	<b>147.5</b>	<b>149.7</b>	<b>152.5</b>	<b>152.5</b>	<b>156.4</b>	<b>155.2</b>
Market cap (\$Mn)	33.9	33.9	34.1	35.1	35.2	35.2	35.2	35.2	35.2	35.2
Share price (US\$)	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09	0.09
Share count used for	385.6	385.6	388.2	399.2	400.3	400.3	400.3	400.3	400.3	400.3
common shares	380.6	380.6	381.5	388.7	389.2	389.2	389.2	389.2	389.2	389.2
RSUs and derivative	5.0	5.0	6.7	10.6	11.1	11.1	11.1	11.1	11.1	11.1
Broadly defined net de	-32.0	-66.9	-90.3	-92.6	-97.6	-99.7	-102.6	-102.6	-106.5	-105.3
financial net cash (de	-20.0	-51.7	-67.7	-67.1	-69.5	-70.7	-71.8	-71.8	-73.4	-70.2
leases net of right of	-0.5	-0.7	-0.7	-0.8	-1.1	-1.2	-1.5	-1.5	-1.8	-2.1
income tax debt	-11.5	-14.4	-21.9	-24.8	-27.0	-27.8	-29.3	-29.3	-31.3	-33.0
contingent										
warrant inflow										
Other										
preferred stock		19.0	19.0	14.7	14.7	14.7	14.7	14.7	14.7	14.7
minority interest adj										
<b>Valuation Multiples</b>		CY23	CY24					CY25	CY25	CY25
EV/Sales		0.8x	0.9					0.9	0.8	0.8
EV/EBITDA		4.9x	7.3x					7.7x	5.2x	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>	<i>by Dec'25</i>
EV/Sales of		<b>1.0x</b>	0.13				0.12	0.16	0.18	83%
EV/Sales of		<b>1.5x</b>	0.33				0.33	0.39	0.43	346%
EV/Sales of		<b>2.0x</b>	0.53				0.54	0.62	0.67	609%
EV/Sales of		<b>3.0x</b>	0.94				0.96	1.09	1.15	1136%
EV/Sales of		<b>5.0x</b>	1.75				1.79	2.01	2.12	2190%
EV/Sales of		<b>7.0x</b>	2.57				2.62	2.94	3.09	3244%
EV/EBITDA of		<b>5.0x</b>	-0.03				-0.04	0.07	0.16	-17%
EV/EBITDA of		<b>7.0x</b>	0.07				0.05	0.22	0.35	154%
EV/EBITDA of		<b>8.0x</b>	0.12				0.10	0.30	0.44	240%
EV/EBITDA of		<b>10.0x</b>	0.22				0.20	0.45	0.63	411%
EV/EBITDA of		<b>15.0x</b>	0.48				0.45	0.83	1.09	838%

Source: Z&A estimates, company reports



# Appendix II: MSO Valuation Comps

Exhibit 6: Valuation Comps – MSOs



Source: FactSet; company reports

12 May 2025

# MariMed: Update Post 1Q25

## Exhibit 7: Valuation Comps – MSOs

US\$Mn 12-May-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>1.4x</b>	<b>1.1x</b>	<b>0.9x</b>	<b>6.5x</b>	<b>5.4x</b>	<b>4.3x</b>								
Ascend Wellness	1.1x	1.1x	1.0x	5.0x	5.1x	4.6x	-0.4x	-0.4x	-2.0x	-2.0x	-0.9x	-0.9x	-4.2x	-4.3x
Ayr Wellness	1.2x	1.2x	1.2x	7.3x	6.1x	5.6x	-0.9x	-0.9x	-5.2x	-4.3x	-1.1x	-1.2x	-6.8x	-5.7x
Cannabist Co	1.1x	1.2x	1.2x	14.4x	11.3x	8.3x	-0.7x	-0.8x	-9.5x	-7.4x	-1.0x	-1.1x	-13.5x	-10.5x
Consortium	1.1x	na	na	3.7x	na	na	-0.6x	na	-2.0x	na	-0.9x	na	-3.2x	na
Cresco Labs	1.3x	1.3x	1.3x	5.5x	5.7x	5.2x	-0.5x	-0.5x	-2.0x	-2.1x	-0.9x	-0.9x	-3.6x	-3.7x
Curaleaf	1.5x	1.5x	1.4x	6.4x	6.7x	5.8x	-0.5x	-0.5x	-2.2x	-2.3x	-0.9x	-0.9x	-3.9x	-4.1x
4Front Ventures	2.1x	na	na	34.4x	na	na	-1.2x	na	-19.6x	na	-2.0x	na	-33.8x	na
Glass House	3.3x	3.1x	2.5x	19.4x	16.9x	11.0x	-0.1x	-0.1x	-0.6x	-0.5x	-0.3x	-0.3x	-1.8x	-1.6x
Goodness Growth	1.9x	na	na	7.7x	na	na	-0.5x	na	-2.1x	na	-0.9x	na	-3.7x	na
Green Thumb	1.2x	1.3x	1.2x	3.7x	4.3x	3.9x	0.0x	0.0x	-0.1x	-0.1x	-0.1x	-0.1x	-0.3x	-0.3x
Grown Rogue	1.9x	na	na	2.7x	na	na	0.2x	na	0.3x	na	0.0x	na	0.1x	na
iAnthus	1.1x	na	na	7.5x	na	na	-0.9x	na	-6.1x	na	-1.0x	na	-6.4x	na
Jushi	1.5x	1.5x	1.4x	12.5x	8.1x	6.8x	-0.6x	-0.6x	-5.3x	-3.5x	-1.2x	-1.2x	-10.3x	-6.7x
MariMed	0.9x	0.8x	0.8x	6.0x	5.9x	4.2x	-0.4x	-0.4x	-2.8x	-2.8x	-0.6x	-0.5x	-3.9x	-3.8x
Planet 13	0.8x	0.8x	0.7x	na	14.1x	5.8x	0.1x	0.1x	na	2.4x	-0.1x	-0.1x	na	-2.0x
Schwazze	na	1.0x	na	-1.4x	na	na	na	na	1.1x	na	na	na	1.4x	na
TerrAscend	1.5x	1.5x	1.4x	7.3x	7.0x	6.1x	-0.6x	-0.6x	-2.9x	-2.7x	-1.0x	-1.0x	-5.1x	-4.9x
TILT	1.1x	na	na	51.6x	na	na	-0.6x	na	-28.6x	na	-1.1x	na	-49.9x	na
Trulieve	1.4x	1.4x	1.4x	3.8x	4.1x	4.2x	-0.2x	-0.2x	-0.6x	-0.7x	-0.7x	-0.7x	-1.8x	-2.0x
Verano	1.1x	1.1x	1.0x	3.6x	3.8x	3.5x	-0.4x	-0.4x	-1.3x	-1.4x	-0.8x	-0.8x	-2.6x	-2.7x
Vext	1.3x	1.1x	0.8x	3.9x	3.6x	1.9x	-0.8x	-0.6x	-2.4x	-2.2x	-0.8x	-0.6x	-2.4x	-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, if available.

Source: FactSet and company reports

12 May 2025

## MariMed: Update Post 1Q25

### Exhibit 8: Spot EV calculation - MSOs

US\$Mn 12-May-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	572	600	0.39	214.5	13.3	88	-241	-134	-137			-512	
Ayr Wellness	616	554	0.27	116.2	3.4	32	-394	-5	-123	0	0	-522	
Cannabist Co	472	408	0.06	472.7	8.2	28	-269	-26	-86			-380	
Cansortium	140	112	0.05	304.9	5.6	16	-59	-9	-29			-97	
Cresco Labs	731	917	0.70	441.2	8.9	316	-332	-56	-202	-10		-600	
Curaleaf	1,496	1,933	0.82	750.1	11.0	627	-670	-46	-416	-41		-1,173	132
4Front Ventures	224	142	0.00	915.2	3.8	3	-81	-11	-42	-5	0	-139	
Glass House	462	698	6.15	82.1	6.9	547	-21	0	-23	-20		-65	86
Goodness Growth	140	187	0.42	230.3	4.1	98	-51	-10	-29			-89	
Green Thumb	1,538	1,465	5.58	235.9	7.7	1,360	-42	-31	-33	0	0	-105	
Grown Rogue	75	57	0.41	143.5		59	5	-2	-2			1	
iAnthus	29	193	0.00	6,745.7	0.3	30	-157	-7				-164	
Jushi	322	400	0.36	196.7	0.0	71	-171	-3	-155			-329	
MariMed	134	142	0.09	389.2	11.1	35	-67	-1	-25			-93	15
Planet 13	115	98	0.26	325.2	0.3	84	17	-10	-16	-5		-14	
Schwazze	174	188	0.02	80.2		2	-151	-2	-33	0		-186	
TerrAscend	326	444	0.37	356.7	3.1	134	-172	-5	-128	-4		-310	
TILT	128	112	0.01	390.6	4.4	4	-62	-44	-2			-108	
Trulieve	1,262	1,694	4.40	191.1	7.6	873	-289	-25	-501	-6		-820	
Verano	683	917	0.69	359.7	6.3	253	-336	-8	-319	-1		-664	
Vext	48	51	0.08	247.6	0.0	20	-31	0				-31	

Source: FactSet and company reports

12 May 2025

## MariMed: Update Post 1Q25

### Exhibit 9: Stock Performance

12-May-25	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>US MSOs</b>			
Ascend	18%	-10%	-71%
Ayr	96%	-41%	-89%
Cannabist	44%	-20%	-80%
Consortium	-11%	-31%	-71%
Cresco	21%	-28%	-66%
Curaleaf	10%	-48%	-85%
4Front	-67%	-78%	-97%
GlassHouse	45%	15%	-35%
Gold Flora	#N/A	-40%	-85%
Vireo Growth	27%	-10%	-22%
Grown Rogue	19%	-28%	-42%
Green Thumb	9%	-22%	-56%
iAnthus	-36%	-34%	-76%
Jushi	25%	-3%	-47%
MariMed	6%	-33%	-68%
Planet13	29%	-28%	-60%
Schwazze	na	1718%	-96%
StateHouse	na	na	-46%
Trulieve	34%	-9%	-60%
TerrAscend	16%	-43%	-78%
Verano	32%	-43%	-86%
Vext	-30%	-23%	-61%
<b>International</b>			
InterCure	24%	-34%	-41%
PharmaCielo	-42%	6%	112%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>Canadian LPs</b>			
Aurora	17%	-17%	-27%
Avant	-10%	-24%	-62%
Auxly	21%	69%	48%
Ayurcann	3%	-39%	-41%
Cannara	5%	4%	62%
Canopy	54%	-31%	-86%
Cronos	17%	4%	-29%
Decibel	16%	-16%	-44%
Entourage	0%	7%	-65%
High Tide	24%	-16%	3%
OGI	31%	-26%	-31%
Rubicon	-14%	9%	18%
SNDL	-6%	-30%	-46%
Tilray	-18%	-57%	-78%
VFF	24%	-15%	-49%
<b>Tech</b>			
LFLY	82%	11%	-88%
SBIG	57%	1%	-45%
MAPS	4%	-17%	-5%
<b>Vape parts</b>			
GNLN	-98%	-100%	-100%
ISPR	-26%	-35%	-50%
SMORF	0%	2%	39%
TLLTF	88%	7%	-75%

	Stock Performance		
	Last	Last	Last
Ticker	30d	90d	12mo
<b>MJ Fincos</b>			
AFCG	12%	-32%	-54%
IIPR	8%	-24%	-47%
NLCP	12%	-13%	-29%
SHFS	8%	-71%	-84%
LIEN	-7%	-14%	-12%
REFI	10%	-4%	-4%
<b>Pix &amp; Shovel</b>			
AGFY	38%	19%	474%
GRWG	24%	-23%	-63%
HYFM	129%	-38%	-59%
SMG	7%	-16%	-18%
UGRO	-8%	-50%	-78%
<b>CBD</b>			
CVSI	-10%	-34%	-41%
CWEB	15%	-20%	-49%
LFID	48%	-3%	-68%
<b>Index</b>			
S&P 500	7%	-4%	11%
S&P 477	2%	0%	8%
Nasdaq	12%	-3%	34%
MSOS ETF	23%	-25%	-72%
YOLO ETF	15%	-22%	-55%
<b>Simple Group Averages</b>			
Large Canada	20%	-29%	-58%
Tier 1 MSOs	21%	-30%	-71%

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.*



## 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.

**Analyst Certification:** The publishing analyst, whose name appears on the front page of this report, certifies that the views expressed in this independent research report accurately reflects his personal views about the subject securities or issuers discussed in this report. His opinions and estimates are based on his best judgement at the time of publication and are subject to change without notice. As per the company's policy, the author of this report does not own shares in any company he covers.

**Other:** This report is for use by professional and or institutional investors only, and it is deemed impersonal investment advice, published on a bona fide and regular basis. This report is for informational purposes only and is based on publicly available data believed to be reliable, but no representation is made whether such data are accurate or complete. As such, this report should not be regarded by its recipients as a substitute for obtaining independent investment advice and/or exercise of their own judgement. When making an investment decision this information should be viewed as just one factor in the investment decision process. Neither the publishing analyst, nor any of the company's officers and directors, accept any liability for any loss or damage arising out of the use of all or any part of the analyst's research.

**Risks:** The financial instruments mentioned in this report may not be suitable for all investors and investors must make their own investment decisions based on their specific investment objectives. Past performance should not be taken as an indication or guarantee of future performance. The price, value of and income from, any of the financial instruments featured in this report can rise as well as fall and be affected by changes in political, financial, and economic factors. If a financial instrument is denominated in a currency other than the investor's currency, a change in exchange rates may adversely affect the price or value of, or income derived from, the financial instrument, and such investors effectively assume currency risk.

**Disclosure:** Zuanic & Associates offers advisory and research services, and it also organizes investor events and conferences. The firm is often engaged by various operators in the cannabis industry (both plant touching companies and those providing services, private and public, in North America and overseas) on an ongoing or ad hoc basis. The company discussed in this report is a paying customer of the services provided by the firm.

**Copyright:** No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the author.