



5/13/2025

# Village Farms International (VFF)

Company update: Overweight

| US\$ Mn  |       |       |       |       |       |       |       |       |
|----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Cons Rev | CY23a | CY24a | CY25e | Prev  | CY26e | Prev  | CY27e | Prev  |
| 1Q       | 64.7  | 78.1  | 73.1  | 76.5  | 86.7  | 82.8  | 94.7  | 88.7  |
| 2Q       | 77.2  | 92.2  | 86.8  | 88.6  | 100.8 | 95.1  | 108.8 | 100.9 |
| 3Q       | 69.5  | 83.4  | 88.9  | 88.9  | 99.9  | 94.1  | 109.8 | 100.3 |
| 4Q       | 74.2  | 82.6  | 92.8  | 89.8  | 101.8 | 91.5  | 105.7 | 88.7  |
| FY       | 285.6 | 336.2 | 341.6 | 343.8 | 389.2 | 363.5 | 419.1 | 378.6 |
| EBITDA   | CY23a | CY24a | CY25e | Prev  | CY26e | Prev  | CY27e | Prev  |
| 1Q       | 0.5   | 3.6   | 2.9   | 4.8   | 8.6   | 8.8   | 12.1  | 10.1  |
| 2Q       | 4.5   | -3.6  | -3.2  | -2.2  | 8.9   | 7.9   | 12.1  | 9.2   |
| 3Q       | 3.2   | 5.3   | 8.0   | 8.1   | 12.6  | 10.2  | 15.7  | 11.7  |
| 4Q       | -0.7  | -3.5  | 8.4   | 8.7   | 14.5  | 10.5  | 16.6  | 10.2  |
| FY       | 7.6   | 1.8   | 16.1  | 19.4  | 44.5  | 37.4  | 56.5  | 41.2  |

|                      |       |       |      |          |        |         |                 |
|----------------------|-------|-------|------|----------|--------|---------|-----------------|
| Share price (US\$)   | 0.73  | Perf. | VFF  | YOLO ETF | S&P500 | Stance: | Overweight      |
| Share count (mn)     | 112.3 | 30d   | 16%  | 7%       | 0%     |         | no price target |
| Market Cap (US\$ Mn) | 82    | 90d   | 1%   | -15%     | -8%    |         | FY=Dec          |
| Ticker               | VFF   | 1yr   | -46% | -49%     | 9%     |         |                 |



| US\$m           | CY24   | CY25  | CY26  |
|-----------------|--------|-------|-------|
| Projected EV    | 113    | 115   | 91    |
| EV/Sales        | 0.3x   | 0.3x  | 0.2x  |
| EV/EBITDA       | 63.4x  | 7.1x  | 2.0x  |
|                 |        |       |       |
|                 | CY24   | CY25  | CY26  |
| Net debt/Sales  | -0.1x  | -0.1x | na    |
| Net debt/EBITDA | -11.1x | -1.3x | na    |
| Free Cash Flow  | 0.3    | -1.2  | 24.1  |
| Net (debt) cash | -19.9  | -21.1 | 2.9   |
|                 |        |       |       |
| Consensus       |        | CY25  | CY26  |
| Sales           |        | 349.6 | 373.9 |
| EBITDA          |        | 20.0  | 24.4  |
| Guidance CY25:  |        | n/a   |       |

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## On 1Q25 Results, Outlook, and Produce Spin

**We rate VFF Overweight.** By privatizing part of its produce assets (a portion accounting for 85% of produce revenue, but a source of distraction and volatile EBITDA), for a \$40Mn cash inflow (note the VFF market cap yesterday was \$79Mn) plus a 38% equity stake in a new external entity, while keeping US optionality, the valuation case in VFF becomes even more compelling. Taking proforma math, VFF now trades at 0.4x current consolidated sales and 3.6x EBITDA. We do not set price targets, but at 1x sales (more in line with comparable peers), the stock would more than 2x. Investors should focus on the strength of the VFF domestic rec cannabis business (lowest production costs; top3 in sales), MMJ export growth, Holland rec upside, plus future US optionality. VFF is a NASDAQ-listed cannabis company with what we see as a sustainable and disciplined financial model. For greater context, see our [4/30 note](#) on VFF. *Note: All numbers in US\$ unless otherwise.*

### On 4Q results.

- Cannabis exports were up 3x seq to C\$7.7Mn (Australia, Germany, UK, were noted); B2B remained strong at C\$9Mn (in the past, management has said about a third of this is reexported by local buyers); branded rec fell 7% seq to C\$33Mn (down 17% yoy) given increased focus on profit margins (it was still #3 in Canada). The better sales mix was reflected in an 11pt yoy jump in gross margins to 36% (moving back to the higher end of the 30% to 40% target range), and EBITDA margins of 19% (vs. 11% the year before).
- Leli began to report sales (US\$486K was in line with our estimate), and reported positive segment EBITDA (\$77K vs. -\$259K in 4Q24); gross margins came in at 41%.
- US CBD/hemp sales fell 15% seq to \$3.9Mn, while gross margins remained in the upper 60s (66.4% in 1Q25). EBITDA was near break-even at \$114K (3% of sales)
- 1Q is a seasonal low qtr for produce. Sales of \$37Mn were up 4% (more volume from supply partners), but gross margins fell to -11% from +9% in 1Q24; EBITDA came in at -\$5Mn vs. +\$2Mn in 1Q24. Higher costs due to the impact of dust storms impacting a TX facility explain the lower margins (there is also an early accounting cost recognition given lower yields for the crop ending Jun'25).
- Corporate expenses remained in the \$2Mn range. The drop in consolidated EBITDA to +0.1% from +4.6% a year ago is explained by the poor results in produce.

### Forward comments.

- It continues to expect cannabis exports to 3x from the CY24 base of US\$6.1M.
- Phase II in the Netherlands (facility in Groningen) is expected to be completed by 1Q26 (5x capacity).
- Application for an MMJ license in TX remains pending review.

- BHB now makes all its hemp-derived gummies in house.

**On the (partial) produce spin.** VFF will transfer part of its US produce assets to an external entity (Vanguard Food), in which it will own a 38% stake, and it will receive a \$40Mn cash payment (for context, at close yesterday the VFF total market cap was \$74Mn). VFF will retain control of the Canadian produce assets, which generated \$25Mn in produce sales in CY24 (of a total of \$169Mn). So, the bulk of the revenue generating US assets will be transferred to the new entity. Overall, per management, the transaction will allow for increased VFF focus on the cannabis business, generate upside from the externally managed new entity's roll-up strategy, while also retaining US cannabis optionality from the TX greenhouses. Highlights,

- VFF will privatize its Texas-based, 40-acre Marfa II and 40-acre Fort Davis greenhouse assets, plus all of its produce-related intellectual property, with the exception of the Village Farms name, and transfer all of its produce distribution facilities, employees and operational control of these facilities to Vanguard.
- Upon completion of the transaction, VFF will continue to own its 30-acre Monahans greenhouse facility in Texas, and it will own and lease its 20-acre Marfa I greenhouse facility in Texas to Vanguard. The Marfa I facility is currently expandable to 40-acres and is adjacent to 950 acres of unoccupied land owned by Village Farms available for future expansion ("retaining significant long-term optionality for potential future cannabis expansion in the US").
- In Canada, Village Farms will continue to own and operate its 60-acre Delta 1 greenhouse, 25-acre Delta 2 greenhouse, and 25-acre Delta 3 greenhouse, each of which are located in Delta, British Columbia. Village Farms will enter into service and supply agreements with Vanguard for fresh produce production in Delta, which will continue supplying produce for Vanguard for a multi-year term. The Delta 1 greenhouse generated ~\$25Mn in fresh produce sales in fiscal year 2024.
- Village Farms is expected to receive \$40 million in cash proceeds, as well as a 37.9% equity ownership interest in Vanguard upon closing of the transaction, which is expected to occur during the second quarter of 2025. Vanguard is expected to be backstopped by additional capital commitments to execute a M&A roll-up strategy of other produce brands and assets in North America.
- Our proforma math: Produce sales drop to \$25Mn from \$169Mn (taking CY24 numbers); cash goes up by \$40Mn; VFF has now a 38% equity stake in an external company (book value to be determined).

**Valuation.** After the close yesterday, the VFF EV was US\$113Mn (113mn shares including RSUs; net debt of \$29Mn; \$10Mn in redeemable non-controlling interest; \$3Mn in leases net of right of use assets). Now, with the \$40Mn cash inflow the EV is \$73Mn. The consolidated sales base taking 1Q25 annualized (\$77Mn x 4) minus the \$144Mn span out produce revenue (\$169Mn - \$25Mn) is \$164Mn. So, the new proforma EV/sales multiple is 0.4x. If we take out the produce EBITDA, the new proforma EBITDA is around \$20Mn (\$5Mn x 4), so VFF trades at 3.6x. We see the valuation as

compelling given the strength of the company's domestic rec business, export growth, Lei upside, plus future US optionality (and not factoring the value of the stake in Vanguard Food). Investors here can buy a leading cannabis producer (one with a sustainable and disciplined financial model, the lowest production costs, and international optionality) at a compelling valuation – and one that is NASDAQ listed. *Note: Per a NASDAQ notification, with VFF shares trading below US\$1, the company has until 10/16/25 (factoring a recent 180-day extension) to regain compliance with the NASDAQ "minimum bid requirement".*

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&amp;A



# Appendix I: Company Financials

13 May 2025

## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 1: Consolidated Highlights (not factoring produce spin)

| US\$Mn                             | CY22   | CY23   | 1Q24   | 2Q24   | 3Q24   | 4Q24   | CY24   | 1Q25   | 2Q25e | 3Q25e | 4Q25e | CY25e | CY26e  | CY27e  |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|--------|--------|
| <b>Proforma consolidated sales</b> | 293.6  | 285.6  | 78.1   | 92.2   | 83.4   | 82.6   | 336.2  | 77.1   | 86.0  | 86.8  | 89.1  | 339.0 | 387.2  | 417.0  |
| qoq ch %                           | na     | na     | 5%     | 18%    | -10%   | -1%    | na     | -7%    | 12%   | 1%    | 3%    | na    | na     | na     |
| yoy ch %                           | 10%    | -3%    | 21%    | 19%    | 20%    | 11%    | 18%    | -1%    | -7%   | 4%    | 8%    | 1%    | 14%    | 8%     |
| guidance                           |        | na     |        |        |        |        | na     |        |       |       |       | na    | na     | na     |
| consensus                          |        |        |        |        |        |        |        | 78.4   | 90.1  | 90.1  | 93.8  | 349.6 | 373.9  | na     |
| <b>Profit margins</b>              |        |        |        |        |        |        |        |        |       |       |       |       |        |        |
| Gross profit after FV adj          | 27.5   | 49.4   | 15.5   | 9.2    | 15.7   | 6.9    | 47.4   | 11.3   | 10.2  | 20.3  | 20.0  | 61.9  | 101.2  | 116.6  |
| as % of sales                      | 9.4%   | 17.3%  | 19.9%  | 10.0%  | 18.8%  | 8.4%   | 14.1%  | 14.7%  | 11.9% | 23.4% | 22.5% | 18.3% | 26.1%  | 28.0%  |
| Op exp                             | 72.3   | 65.5   | 16.4   | 19.7   | 16.5   | 18.5   | 71.0   | 16.8   | 18.1  | 17.7  | 17.8  | 70.4  | 77.9   | 82.0   |
| as % of sales                      | 24.6%  | 22.9%  | 21.0%  | 21.3%  | 19.8%  | 22.4%  | 21.1%  | 21.8%  | 21.1% | 20.4% | 20.0% | 20.8% | 20.1%  | 19.7%  |
| EBIT                               | -44.8  | -16.1  | -0.9   | -10.4  | -0.8   | -11.5  | -23.6  | -5.4   | -7.9  | 2.6   | 2.2   | -8.5  | 23.3   | 34.7   |
| as % of sales                      | -15.2% | -5.6%  | -1.1%  | -11.3% | -1.0%  | -14.0% | -7.0%  | -7.1%  | -9.2% | 3.0%  | 2.5%  | -2.5% | 6.0%   | 8.3%   |
| Adj EBITDA                         | -21.3  | 7.6    | 3.6    | -3.6   | 5.3    | -3.5   | 1.8    | 0.1    | -3.7  | 6.9   | 6.5   | 9.8   | 40.7   | 52.5   |
| as % of sales                      | -7.3%  | 2.7%   | 4.6%   | -3.9%  | 6.4%   | -4.3%  | 0.5%   | 0.1%   | -4.3% | 7.9%  | 7.3%  | 2.9%  | 10.5%  | 12.6%  |
| consensus                          |        |        |        |        |        |        |        | 3.0    | 2.5   | 6.5   | 7.5   | 20.0  | 24.4   | na     |
| as % of sales                      |        |        |        |        |        |        |        | 3.9%   | 2.7%  | 7.2%  | 8.0%  | 5.7%  | 6.5%   | na     |
| <b>EPS</b>                         |        |        |        |        |        |        |        |        |       |       |       |       |        |        |
| Pre tax income                     | -96.7  | -27.4  | -2.4   | -23.3  | -0.7   | -11.0  | -37.3  | -6.1   | -8.6  | 1.8   | 1.3   | -11.6 | -2.7   | 5.4    |
| Tax rate assumption                | -4.8%  | -16.3% | -13.6% | -1.1%  | -14.3% | 21.3%  | 4.5%   | -16.0% | 20.0% | 20.0% | 20.0% | 1.0%  | 20.0%  | 20.0%  |
| Net income                         | -101.4 | -31.8  | -2.7   | -23.6  | -0.8   | -8.7   | -35.6  | -7.1   | -6.9  | 1.4   | 1.1   | -11.5 | -2.1   | 4.3    |
| Share count (FD) Mn                | 89.1   | 108.7  | 110.2  | 111.0  | 111.9  | 112.4  | 111.4  | 112.3  | 112.3 | 112.3 | 112.3 | 112.3 | 112.3  | 112.3  |
| EPS                                | -1.13  | -0.29  | -0.03  | -0.21  | -0.01  | -0.08  | -0.32  | -0.06  | -0.08 | -0.01 | -0.01 | -0.16 | -0.09  | -0.03  |
| consensus                          |        |        |        |        |        |        |        | -0.02  | -0.02 | 0.02  | 0.02  | 0.00  | 0.04   | na     |
| <b>BS &amp; CF highlights</b>      |        |        |        |        |        |        |        |        |       |       |       |       |        |        |
| Operating cash flow                | -19.9  | 5.3    | -0.1   | -7.0   | 17.0   | 0.4    | 10.3   | -6.4   | -12.5 | 0.7   | -0.4  | -18.6 | -8.5   | 4.5    |
| (-) Capex                          | -14.3  | -6.5   | -1.9   | -3.0   | -3.3   | -1.9   | -10.1  | -2.5   | -2.6  | -2.6  | -2.7  | -10.4 | -8.5   | -9.2   |
| Free cash flow                     | -34.2  | -1.2   | -1.9   | -10.0  | 13.7   | -1.5   | 0.3    | -8.9   | -15.1 | -1.9  | -3.1  | -29.0 | -17.0  | -4.6   |
| Ending net cash (debt)             | -39.3  | -16.8  | -18.4  | -18.8  | -18.6  | -19.9  | -19.9  | -29.1  | -44.2 | -46.1 | -49.2 | -49.2 | -416.8 | -413.0 |
| Net debt/Sales                     | -0.1x  | -0.1x  | -0.1x  | -0.1x  | -0.1x  | -0.1x  | -0.1x  | -0.1x  | -0.1x | -0.1x | -0.1x | -0.1x | -1.1x  | -1.0x  |
| Net debt/EBITDA                    | 1.8x   | -2.2x  | -1.3x  | 1.3x   | -0.9x  | 1.4x   | -11.1x | -89.7x | 3.0x  | -1.7x | -1.9x | -5.0x | -10.2x | -7.9x  |
| Equity                             | 303.1  | 302.6  | 296.2  | 275.2  | 274.4  | 254.0  | 254.0  | 248.3  | 239.1 | 238.3 | 237.2 | 237.2 | 226.6  | 223.3  |

Source: Z&A estimates, company reports

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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 2: Divisional Split

| US\$Mn                   | CY22         | CY23         | 1Q24         | 2Q24         | 3Q24         | 4Q24         | CY24         | 1Q25         | 2Q25e        | 3Q25e        | 4Q25e        | CY25e        | CY26e        | CY27e        |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Sales</b>             | <b>293.6</b> | <b>285.6</b> | <b>78.1</b>  | <b>92.2</b>  | <b>83.4</b>  | <b>82.6</b>  | <b>336.2</b> | <b>77.1</b>  | <b>86.0</b>  | <b>86.8</b>  | <b>89.1</b>  | <b>339.0</b> | <b>387.2</b> | <b>417.0</b> |
| Produce                  | 160.3        | 151.2        | 36.1         | 47.0         | 42.8         | 43.3         | 169.2        | 37.4         | 47.5         | 43.2         | 43.7         | 171.8        | 173.6        | 175.3        |
| Cannabis PSF             | 109.9        | 114.0        | 37.4         | 40.7         | 36.5         | 34.2         | 148.9        | 34.8         | 33.5         | 38.0         | 39.7         | 146.0        | 169.2        | 188.2        |
| US CBD/Hemp              | 23.3         | 20.3         | 4.5          | 4.3          | 3.9          | 4.6          | 17.4         | 3.9          | 3.9          | 3.9          | 4.0          | 15.7         | 16.1         | 16.4         |
| Energy                   | 0.1          | 0.0          | 0.0          | 0.1          | 0.2          | 0.4          | 0.8          | 0.4          | 0.3          | 0.3          | 0.3          | 1.3          | 1.2          | 1.2          |
| Leli Holland             |              |              |              |              |              |              |              | 0.5          | 0.8          | 1.3          | 1.5          | 4.1          | 27.2         | 35.9         |
| <b>Gross Margin</b>      | <b>9.4%</b>  | <b>17.3%</b> | <b>19.9%</b> | <b>10.0%</b> | <b>18.8%</b> | <b>8.4%</b>  | <b>14.1%</b> | <b>14.7%</b> | <b>11.9%</b> | <b>23.4%</b> | <b>22.5%</b> | <b>18.3%</b> | <b>26.1%</b> | <b>28.0%</b> |
| Produce                  | -10.8%       | 0.1%         | 9.2%         | -8.9%        | 8.1%         | 5.6%         | 3.0%         | -11.4%       | -8.8%        | 8.2%         | 5.7%         | -1.4%        | 5.5%         | 5.5%         |
| Cannabis PSF             | 26.7%        | 31.5%        | 25.4%        | 26.3%        | 26.3%        | 2.5%         | 20.6%        | 35.8%        | 35.8%        | 37.2%        | 38.7%        | 36.9%        | 41.0%        | 42.1%        |
| US CBD/Hemp              | 67.2%        | 65.6%        | 59.4%        | 61.2%        | 63.4%        | 69.6%        | 63.5%        | 66.4%        | 60.0%        | 60.0%        | 60.0%        | 61.6%        | 60.0%        | 60.0%        |
| Energy                   | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           |
| Leli Holland             |              |              |              |              |              |              |              | 41.4%        | 25.0%        | 30.0%        | 35.0%        | 32.1%        | 46.7%        | 50.0%        |
| <b>EBITDA</b>            | <b>-21.3</b> | <b>7.6</b>   | <b>3.6</b>   | <b>-3.6</b>  | <b>5.3</b>   | <b>-3.3</b>  | <b>2.0</b>   | <b>0.1</b>   | <b>-3.9</b>  | <b>6.9</b>   | <b>6.6</b>   | <b>9.6</b>   | <b>51.8</b>  | <b>68.8</b>  |
| Produce                  | -24.4        | 0.5          | 2.0          | -6.4         | 2.3          | 4.1          | 2.2          | -5.1         | -5.4         | 2.6          | 1.5          | -6.4         | 5.7          | 5.8          |
| Cannabis PSF             | 13.1         | 14.8         | 4.1          | 4.8          | 4.8          | -6.4         | 7.3          | 6.7          | 6.7          | 8.9          | 10.1         | 32.4         | 42.9         | 50.0         |
| US CBD/Hemp              | 0.2          | 0.9          | -0.6         | -0.2         | -0.3         | 0.5          | -0.7         | 0.1          | -0.6         | -0.6         | -0.6         | -1.8         | -2.3         | -2.1         |
| Energy                   | -0.3         | -0.2         | 0.0          | 0.1          | 0.3          | 0.4          | 0.8          | 0.3          | 0.0          | 0.0          | 0.0          | 0.2          | -0.1         | -0.1         |
| Leli Holland             |              |              |              |              |              |              |              | 0.1          | -0.3         | 0.0          | 0.1          | -0.1         | 11.1         | 16.4         |
| Corporate                | -10.0        | -8.4         | -1.8         | -1.8         | -1.9         | -1.9         | -7.5         | -2.0         | -4.3         | -4.0         | -4.5         | -14.8        | -5.5         | -1.2         |
| <b>EBITDA margin</b>     | <b>-7.3%</b> | <b>2.7%</b>  | <b>4.7%</b>  | <b>-3.9%</b> | <b>6.3%</b>  | <b>-4.0%</b> | <b>0.6%</b>  | <b>0.1%</b>  | <b>-4.6%</b> | <b>7.9%</b>  | <b>7.4%</b>  | <b>2.8%</b>  | <b>13.4%</b> | <b>16.5%</b> |
| Produce                  | -15.2%       | 0.3%         | 5.6%         | -13.5%       | 5.5%         | 9.6%         | 1.3%         | -13.7%       | -11.3%       | 6.0%         | 3.5%         | -3.7%        | 3.3%         | 3.3%         |
| Cannabis PSF             | 11.9%        | 12.9%        | 10.9%        | 11.8%        | 13.0%        | -18.6%       | 4.9%         | 19.2%        | 20.0%        | 23.3%        | 25.5%        | 22.2%        | 25.4%        | 26.6%        |
| US CBD/Hemp              | 1.0%         | 4.2%         | -13.6%       | -5.6%        | -7.0%        | 10.0%        | -3.9%        | 2.9%         | -16.2%       | -15.8%       | -15.4%       | -11.2%       | -14.5%       | -12.9%       |
| Energy                   | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           | na           |
| Leli Holland             |              |              |              |              |              |              |              | 15.8%        | -33.4%       | 0.3%         | 7.9%         | -1.8%        | 40.8%        | 45.5%        |
| Corp as % of total sales | -3.4%        | -2.9%        | -2.3%        | -2.0%        | -2.2%        | -2.4%        | -2.2%        | -2.6%        | -5.0%        | -4.6%        | -5.1%        | -4.4%        | -1.4%        | -0.3%        |

Source: Z&A estimates, company reports



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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 3: Cannabis Projections

| US\$Mn                                   | CY22         | CY23         | 1Q24        | 2Q24        | 3Q24        | 4Q24        | CY24         | 1Q25        | 2Q25e       | 3Q25e       | 4Q25e       | CY25e        | CY26e        | CY27e        |
|--|--------------|--------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| <b>Sales (ex Leli)</b>                   | <b>107.2</b> | <b>112.0</b> | <b>37.0</b> | <b>40.3</b> | <b>40.2</b> | <b>40.3</b> | <b>157.8</b> | <b>33.4</b> | <b>33.5</b> | <b>38.0</b> | <b>39.7</b> | <b>144.5</b> | <b>169.2</b> | <b>188.2</b> |
| Canada cannabis                          | 103.4        | 107.4        | 35.5        | 38.8        | 38.9        | 38.5        | 151.7        | 28.0        | 28.5        | 32.5        | 33.7        | 122.8        | 132.7        | 139.4        |
| <i>branded</i>                           | 85.5         | 91.9         | 29.0        | 30.5        | 32.4        | 32.5        | 124.5        | 24.5        | 24.7        | 28.3        | 29.5        | 107.1        | 116.1        | 121.9        |
| <i>bulk</i>                              | 17.8         | 15.5         | 6.5         | 8.3         | 6.5         | 6.0         | 27.2         | 3.5         | 3.8         | 4.2         | 4.2         | 15.7         | 16.6         | 17.4         |
| International                            | 3.9          | 4.6          | 1.5         | 1.5         | 1.4         | 1.8         | 6.1          | 5.4         | 5.0         | 5.5         | 5.9         | 21.8         | 36.5         | 48.8         |
| <b>Cannabis P&amp;L</b>                  |              |              |             |             |             |             |              |             |             |             |             |              |              |              |
| Sales                                    | 107.2        | 112.0        | 37.0        | 40.3        | 40.2        | 40.3        | 157.8        | 33.4        | 33.5        | 38.0        | 39.7        | 144.5        | 169.2        | 188.2        |
| qoq ch %                                 | na           | na           | 17%         | 9%          | 0%          | 0%          | na           | -17%        | 0%          | 13%         | 4%          | na           | na           | na           |
| yoy ch %                                 | 11%          | 4%           | 47%         | 44%         | 42%         | 28%         | 41%          | -10%        | -17%        | -6%         | -2%         | -8%          | 17%          | 11%          |
| Gross profit                             | 29.4         | 35.9         | 9.5         | 10.7        | 9.6         | 0.9         | 30.7         | 12.5        | 12.0        | 14.1        | 15.4        | 53.9         | 69.4         | 79.3         |
| as % of sales                            | 27.4%        | 32.1%        | 25.7%       | 26.6%       | 23.9%       | 2.2%        | 19.4%        | 37.4%       | 35.8%       | 37.2%       | 38.7%       | 37.3%        | 41.0%        | 42.1%        |
| EBIT                                     | -2.2         | 4.5          | 1.8         | 1.7         | 1.6         | 1.9         | -4.4         | 3.7         | 4.5         | 6.6         | 7.9         | 22.7         | 33.8         | 40.7         |
| as % of sales                            | -2.1%        | 4.0%         | 4.9%        | 4.2%        | 4.0%        | 4.8%        | -2.8%        | 11.1%       | 13.4%       | 17.4%       | 19.8%       | 15.7%        | 20.0%        | 21.6%        |
| EBITDA                                   | 13.1         | 14.8         | 4.1         | 4.8         | 4.8         | -6.4        | 7.3          | 6.7         | 6.7         | 8.9         | 10.1        | 32.4         | 42.9         | 50.0         |
| as % of sales                            | 12.2%        | 13.2%        | 11.0%       | 12.0%       | 11.8%       | -15.8%      | 4.6%         | 20.1%       | 20.0%       | 23.3%       | 25.5%       | 22.4%        | 25.4%        | 26.6%        |
| <b>Branded rec assumptions</b>           |              |              |             |             |             |             |              |             |             |             |             |              |              |              |
| Canada rec market (C\$Mn)                | 4,518        | 5,163        | 1,196       | 1,258       | 1,380       | 1,396       | 5,230        | 1,255       | 1,321       | 1,449       | 1,466       | 5,491        | 5,766        | 6,054        |
| Canada rec market (US\$Mn)               | 3,470        | 3,826        | 887         | 919         | 1,012       | 998         | 3,816        | 875         | 950         | 1,042       | 1,055       | 3,922        | 4,147        | 4,355        |
| wholesale adj for 0.4x fact              | 1,388        | 1,531        | 355         | 368         | 405         | 399         | 1,526        | 350         | 380         | 417         | 422         | 1,569        | 1,659        | 1,742        |
| PSF branded sales US\$Mn                 | 85.5         | 91.9         | 29.0        | 30.5        | 32.4        | 32.5        | 124.5        | 24.5        | 24.7        | 28.3        | 29.5        | 107.1        | 116.1        | 121.9        |
| in C\$Mn                                 | 112.2        | 124.0        | 39.1        | 41.8        | 44.2        | 45.5        | 170.4        | 35.2        | 34.3        | 39.4        | 41.1        | 150.0        | 161.4        | 169.5        |
| share %                                  | 6.2%         | 6.0%         | 8.2%        | 8.3%        | 8.0%        | 8.1%        | 8.2%         | 7.0%        | 6.5%        | 6.8%        | 7.0%        | 6.8%         | 7.0%         | 7.0%         |
| PSF reported yoy C\$ sales gr            | 25%          | 11%          | 37%         | 31%         | 43%         | 34%         | 37%          | na          | na          | na          | na          | na           | na           | na           |
| Growth per Hifyre                        |              | 9%           | 21%         | 40%         | 22%         | -1%         | 20%          | -19%        | na          | na          | na          | na           | na           | na           |
| Reported sales / Retail sales per Hifyre |              | 36%          | 38%         | 37%         | 42%         | 51%         | 42%          | na          | na          | na          | na          | na           | na           | na           |

(\*) in practice, this may be more in the low/mid 30s.

Source: Z&A estimates, Hifyre, StatCan, company reports



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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 4: Cash Flow

| US\$ 000s                      |                |                |                |                |                |                |                |                |                |                |                |                |                 |                 |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|
| SUMMARY CASH FLOW              | CY22           | CY23           | 1Q24           | 2Q24           | 3Q24           | 4Q24           | CY24           | 1Q25           | 2Q25e          | 3Q25e          | 4Q25e          | CY25e          | CY26e           | CY27e           |
| Net earnings                   | -101,146       | -31,798        | -2,852         | -23,549        | -820           | -8,422         | -35,643        | -7,115         | -9,215         | -826           | -1,135         | -18,291        | -10,520         | -3,318          |
| (+) D&A                        | 13,054         | 15,926         | 4,558          | 4,840          | 5,109          | 4,331          | 18,838         | 4,973          | 4,224          | 4,251          | 4,278          | 17,727         | 17,405          | 17,774          |
| <b>Cash earnings</b>           | <b>-88,092</b> | <b>-15,872</b> | <b>1,706</b>   | <b>-18,709</b> | <b>4,289</b>   | <b>-4,091</b>  | <b>-16,805</b> | <b>-2,142</b>  | <b>-4,990</b>  | <b>3,425</b>   | <b>3,143</b>   | <b>-565</b>    | <b>6,886</b>    | <b>14,456</b>   |
| (-) Working capital chang      | -2,246         | -2,088         | -3,290         | -3,109         | 11,701         | -4,864         | 438            | -4,209         | -5,225         | -448           | -1,376         | -11,257        | -6,965          | -2,258          |
| (-) Other operating flows      | 70,449         | 23,275         | 1,534          | 14,799         | 1,015          | 9,367          | 26,715         | -25            | -2,302         | -2,257         | -2,212         | -6,796         | -8,392          | -7,660          |
| <b>Net operating cash flow</b> | <b>-19,889</b> | <b>5,315</b>   | <b>-50</b>     | <b>-7,019</b>  | <b>17,005</b>  | <b>412</b>     | <b>10,348</b>  | <b>-6,376</b>  | <b>-12,517</b> | <b>720</b>     | <b>-445</b>    | <b>-18,618</b> | <b>-8,472</b>   | <b>4,537</b>    |
| (-) net capex                  | -14,292        | -6,518         | -1,876         | -3,003         | -3,268         | -1,936         | -10,083        | -2,539         | -2,581         | -2,604         | -2,674         | -10,398        | -8,519          | -9,174          |
| <b>Free cash flow</b>          | <b>-34,181</b> | <b>-1,203</b>  | <b>-1,926</b>  | <b>-10,022</b> | <b>13,737</b>  | <b>-1,524</b>  | <b>265</b>     | <b>-8,915</b>  | <b>-15,098</b> | <b>-1,884</b>  | <b>-3,119</b>  | <b>-29,015</b> | <b>-16,990</b>  | <b>-4,637</b>   |
| (-) acquisitions               | -5,873         | 0              | 0              | -3,096         | -80            | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               | 0               |
| (-) divestitures               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               | 0               |
| (+) other                      | 4,778          | -1,099         | 295            | 12,754         | -13,452        | 150            | -3,429         | -232           | 0              | 0              | 0              | -232           | -350,675        | 8,492           |
| (+) share issuance/repur       | 6,692          | 24,772         | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               | 0               |
| (-) stock options/warrant      | 192            | 83             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               | 0               |
| <b>Change in net</b>           | <b>-28,392</b> | <b>22,553</b>  | <b>-1,631</b>  | <b>-364</b>    | <b>205</b>     | <b>-1,374</b>  | <b>-3,164</b>  | <b>-9,147</b>  | <b>-15,098</b> | <b>-1,884</b>  | <b>-3,119</b>  | <b>-29,247</b> | <b>-367,666</b> | <b>3,856</b>    |
|                                | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               | 0               |
| <b>Ending net (debt)</b>       | <b>-39,320</b> | <b>-16,767</b> | <b>-18,398</b> | <b>-18,762</b> | <b>-18,557</b> | <b>-19,931</b> | <b>-19,931</b> | <b>-29,078</b> | <b>-44,176</b> | <b>-46,059</b> | <b>-49,178</b> | <b>-49,178</b> | <b>-416,844</b> | <b>-412,988</b> |
| Cash/inv/sec                   | 21,676         | 35,291         | 31,685         | 29,657         | 28,696         | 24,631         | 24,631         | 15,125         | 3,000          | 3,000          | 3,000          | 3,000          | 3,000           | 3,000           |
| Gross debts/loans/bor          | 60,996         | 52,058         | 50,083         | 48,419         | 47,253         | 44,562         | 44,562         | 44,203         | 47,176         | 49,059         | 52,178         | 52,178         | 419,844         | 415,988         |
| <i>Net debt / Sales</i>        | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-0.1x</i>   | <i>-1.1x</i>    | <i>-1.0x</i>    |
| <i>Net debt / Adj EBITDA</i>   | <i>1.1x</i>    | <i>-2.2x</i>   | <i>-1.3x</i>   | <i>1.3x</i>    | <i>-0.9x</i>   | <i>1.4x</i>    | <i>-11.1x</i>  | <i>-89.7x</i>  | <i>3.0x</i>    | <i>-1.7x</i>   | <i>-1.9x</i>   | <i>-5.0x</i>   | <i>-10.2x</i>   | <i>-7.9x</i>    |

Source: Z&A estimates, company reports



# Appendix II: Valuation Comps

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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 5: Canada LPs - Valuation Multiples (consolidated multiples; not factoring VFF produce spin)

| Multiples<br>13-May-25   | Z&A Spot EV / Sales |       |       | Z&A Spot EV / EBITDA |         |       | Financial Net Debt |       |           |         | Stock Performance |        |        |
|--------------------------|---------------------|-------|-------|----------------------|---------|-------|--------------------|-------|-----------|---------|-------------------|--------|--------|
|                          | Current             | 2025  | 2026  | Current              | 2025    | 2026  | to Sales           |       | to EBITDA |         | 30-day            | 90-day | 1-year |
| Aurora Cannabis          | 1.2x                | 1.2x  | 1.1x  | 4.7x                 | 6.6x    | 5.9x  | na                 | na    | na        | na      | 18%               | -21%   | -22%   |
| Auxly Cannabis Group     | 1.6x                | na    | na    | 11.0x                | na      | na    | -0.3x              | na    | -2.2x     | na      | -8%               | -23%   | -63%   |
| Avant Brands             | 0.6x                | na    | na    | 2.9x                 | na      | na    | -0.1x              | na    | -0.6x     | na      | 12%               | 65%    | 47%    |
| Cannara Biotech          | 1.5x                | na    | na    | 6.4x                 | na      | na    | -0.4x              | na    | -1.8x     | na      | -1%               | 8%     | 50%    |
| Canopy Growth            | 1.9x                | 2.0x  | 1.8x  | -40.3x               | 400.3x  | 97.5x | -0.7x              | -0.7x | 14.7x     | -146.1x | 55%               | -19%   | -84%   |
| Cronos Group             | -2.4x               | -2.1x | -1.9x | -1.2x                | -121.3x | na    | na                 | na    | na        | na      | 17%               | 4%     | -26%   |
| Decibel Cannabis         | 0.7x                | 0.6x  | 0.5x  | 3.5x                 | 3.0x    | 2.5x  | -0.3x              | -0.3x | -1.5x     | -1.3x   | 22%               | -11%   | -37%   |
| Organigram Holdings      | 1.2x                | 0.8x  | 0.7x  | -56.7x               | 10.4x   | 6.4x  | na                 | s     | na        | na      | 24%               | -11%   | -27%   |
| Rubicon Organics         | 0.6x                | na    | na    | 5.5x                 | na      | na    | 0.0x               | na    | 0.0x      | na      | -20%              | 11%    | 21%    |
| SNDL                     | 0.3x                | 0.3x  | 0.3x  | 14.2x                | 17.8x   | na    | na                 | na    | na        | na      | -3%               | -27%   | -43%   |
| Tilray Brands            | 0.7x                | 0.6x  | 0.6x  | 15.1x                | 7.4x    | 6.1x  | 0.0x               | 0.0x  | -0.8x     | -0.4x   | -6%               | -51%   | -76%   |
| Village Farms Internatio | 0.3x                | 0.3x  | 0.3x  | -7.8x                | 5.8x    | 3.6x  | -0.1x              | -0.1x | 1.4x      | -1.0x   | 40%               | -10%   | -44%   |

1) We take FactSet consensus estimates for CY25e and CY26e, if available; 2) By "current", we mean the latest reported qtr annualized; 3) several LPs have net cash

Source: FactSet and company reports

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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 6: Canada LPs - EV Calculations

| C\$Mn<br>13-May-25       | FactSet<br>Spot EV | Z&A<br>Spot EV | C\$<br>price | mn<br>shares | mn<br>deriv | Total<br>Mkt Cap | Financial<br>net debt | Net<br>leases | ST income<br>tax liab. | Conting<br>Cons. | ITM deriv<br>inflow | Total<br>BDND | Pref Stock<br>Min Int |
|--------------------------|--------------------|----------------|--------------|--------------|-------------|------------------|-----------------------|---------------|------------------------|------------------|---------------------|---------------|-----------------------|
| Aurora Cannabis          | 345                | 437            | 7.05         | 54.9         | 1.2         | 395              | 51                    | -43           |                        | -10              |                     | -2            | 39                    |
| Auxly Cannabis Group     | 233                | 181            | 0.09         | 1,285.7      | 133.4       | 128              | -36                   | -14           |                        | -2               |                     | -52           |                       |
| Avant Brands             | 244                | 26             | 0.90         | 10.6         | 0.2         | 10               | -6                    | -10           |                        |                  |                     | -16           |                       |
| Cannara Biotech          | 85                 | 153            | 1.21         | 90.0         | 0.0         | 109              | -43                   | 0             | -1                     |                  |                     | -44           |                       |
| Canopy Growth            | na                 | 560            | 2.03         | 173.4        | 1.4         | 355              | -204                  |               |                        |                  |                     | -204          |                       |
| Cronos Group             | -62                | -415           | 2.86         | 274.5        | 0.0         | 784              | 1,201                 | -2            |                        |                  |                     | 1,199         |                       |
| Decibel Cannabis         | 66                 | 72             | 0.07         | 576.7        | 7.8         | 41               | -31                   | 0             |                        |                  |                     | -31           |                       |
| High Tide                | na                 | 263            | 3.30         | 80.7         | 0.7         | 269              | 8                     | -2            |                        |                  |                     | 6             |                       |
| Organigram Holdings      | 147                | 199            | 1.78         | 134.0        | 19.3        | 273              | 126                   | 0             |                        |                  |                     | 126           | 52                    |
| Rubicon Organics         | 36                 | 36             | 0.48         | 67.0         | 6.7         | 35               | 0                     | 0             |                        |                  |                     | 0             |                       |
| SNDL                     | 241                | 301            | 1.84         | 263.0        | 12.4        | 506              | 242                   | -37           |                        |                  |                     | 205           |                       |
| Tilray Brands            | 699                | 760            | 0.64         | 1,006.2      | 26.1        | 660              | -40                   | -72           |                        | -21              |                     | -133          | -33                   |
| Village Farms Internatio | 131                | 154            | 0.98         | 112.3        | 0.7         | 111              | -28                   | -2            |                        |                  |                     | -30           | 14                    |

Source: FactSet and company reports

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## Village Farms International: Produce Partial Spin and 1Q25 Results

### Exhibit 7: Stock Performance

| 13-May-25            |                   |      |      |
|----------------------|-------------------|------|------|
|                      | Stock Performance |      |      |
|                      | Last              | Last | Last |
| Ticker               | 30d               | 90d  | 12mo |
| <b>US MSOs</b>       |                   |      |      |
| Ascend               | 28%               | -6%  | -72% |
| Ayr                  | 84%               | -43% | -89% |
| Cannabist            | 51%               | -18% | -81% |
| Consortium           | -8%               | -28% | -70% |
| Cresco               | 21%               | -20% | -65% |
| Curaleaf             | 3%                | -43% | -85% |
| 4Front               | -69%              | -81% | -97% |
| GlassHouse           | 42%               | 4%   | -35% |
| Gold Flora           | #N/A              | -30% | -85% |
| Grown Rogue          | 5%                | -31% | -42% |
| Green Thumb          | 8%                | -24% | -58% |
| iAnthus              | -52%              | -41% | -76% |
| Jushi                | 21%               | -3%  | -49% |
| MariMed              | 9%                | -34% | -68% |
| Planet13             | 6%                | -28% | -58% |
| Schwazze             | na                | -29% | -97% |
| StateHouse           | na                | na   | -46% |
| Trulieve             | 27%               | -7%  | -63% |
| TerrAscend           | 40%               | -42% | -78% |
| Verano               | 32%               | -43% | -86% |
| Vext                 | -26%              | -20% | -66% |
| Vireo Growth         | 0%                | -30% | -29% |
| <b>International</b> |                   |      |      |
| InterCure            | 23%               | -32% | -41% |
| PharmaCielo          | -32%              | 3%   | 105% |

|                     | Stock Performance |       |       |
|---------------------|-------------------|-------|-------|
|                     | Last              | Last  | Last  |
| Ticker              | 30d               | 90d   | 12mo  |
| <b>Canadian LPs</b> |                   |       |       |
| Aurora              | 18%               | -21%  | -22%  |
| Avant               | -8%               | -23%  | -63%  |
| Auxly               | 12%               | 65%   | 47%   |
| Ayurcann            | 2%                | -39%  | -41%  |
| Cannara             | -1%               | 8%    | 50%   |
| Canopy              | 55%               | -19%  | -84%  |
| Cronos              | 17%               | 4%    | -26%  |
| Decibel             | 22%               | -11%  | -37%  |
| Entourage           | 0%                | 25%   | -58%  |
| High Tide           | 17%               | -12%  | 4%    |
| OGI                 | 24%               | -11%  | -27%  |
| Rubicon             | -20%              | 11%   | 21%   |
| SNDL                | -3%               | -27%  | -43%  |
| Tilray              | -6%               | -51%  | -76%  |
| VFF                 | 40%               | -10%  | -44%  |
| <b>Tech</b>         |                   |       |       |
| LFLY                | 50%               | 15%   | -84%  |
| SBIG                | 63%               | -1%   | -52%  |
| MAPS                | 8%                | -13%  | -2%   |
| <b>Vape parts</b>   |                   |       |       |
| GNLN                | -98%              | -100% | -100% |
| ISPR                | -13%              | -31%  | -50%  |
| SMORF               | 0%                | 2%    | 34%   |
| TLLTF               | 36%               | 5%    | -76%  |

|                              | Stock Performance |      |      |
|------------------------------|-------------------|------|------|
|                              | Last              | Last | Last |
| Ticker                       | 30d               | 90d  | 12mo |
| <b>MJ Fincos</b>             |                   |      |      |
| AFCG                         | 19%               | -35% | -54% |
| IIPR                         | 13%               | -25% | -46% |
| NLCP                         | 9%                | -11% | -28% |
| SHFS                         | 9%                | -72% | -85% |
| LIEN                         | -7%               | -14% | -12% |
| REFI                         | 11%               | -6%  | -5%  |
| <b>Pix &amp; Shovel</b>      |                   |      |      |
| AGFY                         | 50%               | 28%  | 548% |
| GRWG                         | 26%               | -22% | -62% |
| HYFM                         | 41%               | -33% | -59% |
| SMG                          | 11%               | -16% | -17% |
| UGRO                         | -28%              | -46% | -78% |
| <b>CBD</b>                   |                   |      |      |
| CVSI                         | -5%               | -32% | -41% |
| CWEB                         | 0%                | -24% | -54% |
| LFID                         | -8%               | 19%  | -69% |
| <b>Index</b>                 |                   |      |      |
| S&P 500                      | 9%                | -4%  | 12%  |
| S&P 477                      | 1%                | -1%  | 8%   |
| Nasdaq                       | 13%               | 1%   | 33%  |
| MSOS ETF                     | 16%               | -25% | -72% |
| YOLO ETF                     | 17%               | -18% | -53% |
| <b>Simple Group Averages</b> |                   |      |      |
| Large Canada                 | 24%               | -23% | -54% |
| Tier 1 MSOs                  | 18%               | -27% | -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

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