



8/12/2025

# Aurora Cannabis (ACB)

Company Update: Neutral

C\$ Mn									
Sales	FY24a	FY25a	FY26e		Prev	FY27	Prev	FY28	Prev
1Q	75.1	83.4	98.0	A	94.4	113.1	108.2	113.1	na
2Q	63.1	81.1	86.3	E	88.0	100.5	100.0	100.5	na
3Q	63.1	88.2	91.7	E	91.2	103.7	103.1	103.7	na
4Q	67.0	90.5	98.9	E	98.2	112.7	112.1	112.7	na
FY	268.4	343.3	374.9	E	371.8	430.0	423.4	430.0	na
EBITDA	FY24a	FY25a	FY26e		Prev	FY27	Prev	FY28	Prev
1Q	2.6	3.5	10.8	A	15.0	12.1	21.1	12.1	na
2Q	3.3	10.1	6.9	E	14.3	18.6	25.4	18.6	na
3Q	3.3	19.4	9.9	E	16.4	19.4	26.4	19.4	na
4Q	2.3	16.7	11.6	E	18.8	19.9	27.2	19.9	na
FY	11.5	49.7	39.2	E	64.5	70.0	100.1	70.0	na

Share price (C\$)	7.20	Perf.	ACB	YOLO	S&P500	Stance:	Neutral
Share count (mn)	54.5	30d	14%	45%	2%	no price target	
Market Cap (C\$Mn)	392	90d	7%	71%	13%	FY=Mar	
Ticker	ACB	1yr	-26%	-7%	20%		



C\$Mn	FY25a	FY26e	FY27e
Projected EV	372	341	280
EV/Sales	1.1x	0.9x	0.7x
EV/EBITDA	7.5x	8.7x	4.0x
	FY25a	FY26e	FY27e
Net debt/Sales	na	na	na
Net debt/EBITDA	na	na	na
Free Cash Flow	23	9	60
Net (debt) cash	122	150	204
Consensus	FY26e	FY27e	
Sales	372	393	
EBITDA	55	68	
Guidance FY26e:	n/a		

**Pablo Zuanic**

ZUANIC & ASSOCIATES

pablo.zuanic@zuanicgroup.com

420Odysseus; www.zuanicassociates.com



## Company Update Post June Qtr Print

**Summary.** We attach our updated estimates post the release of June qtr results (out 8/6). The company is guiding for 8-12% yoy sales growth for the global medical cannabis business in the Sep qtr, and for sustained consolidated gross margin expansion. FY26 (Mar) guidance calls for both positive EBITDA and FCF. At less than 1x sales ACB is attractively valued if we consider its growing international medical cannabis franchise. Moreover, although ACB does not have direct US plant touching exposure, because of its NASDAQ listing the stock is also seen as a US proxy (with US MSO stocks lacking custody and listed OTC), and it has benefited from rescheduling news flow (see our [report](#)). So, in essence, the stock performance in the near term may be less influenced by company fundamentals. In that context, investment ratings become less relevant. We will keep our Neutral rating (partly on overall volatility), but recognize risks are to the upside. We are publishing this note mostly for FactSet consensus compilation purposes. Note: all \$ figures are in C\$ unless noted otherwise.

**Global medical division.** Sales fell 4% qoq in the June qtr, and adjusted cash gross margins fell 150bp seq due to mix (with domestic MMJ sales up qoq, and international down). For the Sep qtr guidance calls for 8-12% yoy sales growth in global medical sales (seq this implies about +4%).

- **International cannabis.** Sales of \$37Mn fell from the \$41Mn achieved in the Mar and Dec qtrs, due to weakness in Australia and Poland. Per company disclosure, Australia/NZ was down 17% qoq to \$12Mn, while Europe fell 5% to \$25Mn. Germany remains a strong market for ACB, but Poland was soft due to reg changes on telehealth that have impacted scripts since late CY24. The Australian market has been impacted by price compression and low-priced imports (although no precise data is available). ACB does not split the European piece by country, but we understand the three main markets are Germany, Poland, and the UK. All this said, we believe ACB is well-placed among North American operators to leverage from what we believe could be a wave of growth in the European MMJ markets taking a 3-year view.
- **Domestic medical cannabis.** ACB sales were up 4% seq to \$28Mn, in what we believe was a flat to down market. At a macro level, Canada's market has seen a drop in cash payers over time, with sustained growth in the veteran reimbursed segment. The latter accounts for close to two thirds of total MMJ market sales (per our estimates) vs. 13% back in FY19. The MMJ market could be spurred in the future as more employer private health plans begin to cover MMJ (a gradual process). Per the [ACB domestic MMJ portal](#), the company ships directly to patients brands like Aurora, CanniMed, and MedReleaf, and Whistler. For the Sep qtr, guidance calls for 8-12% yoy growth in global medical cannabis sales; if we take the mid-point (10%), and assume domestic med grows at 3% yoy, that would mean the international piece would be up mid-teens yoy.

**Domestic rec.** This is a small part of ACB's total cannabis sales (14% in the June qtr) and even a smaller part of profits, as rec carries lower margins (33% adjusted cash gross margins in the June qtr vs. 69% for the global MMJ unit). Rec sales fell 6% seq, and we estimate the company's rec market share slightly >1%.

**Plant propagation (Bevo).** Sales were up 4% yoy, and we project low single digit yoy growth going forward. Adj cash gross margins in the June qtr (5%) were hurt by one offs, but should go back to the 30% >range.

**Balance sheet and cash flow.** ACB had net cash of \$126Mn as of June (\$186Mn cash and \$60Mn in non-cannabis debt). Operating cash flow was +\$10.1Mn in the June qtr and FCF \$5.1Mn. The share count has remained mostly steady (56.5mn as of 8/8/25; 56.3mn as of 6/30/25, and 54.7mn as of 6/30/24).

**Valuation.** The stock rallied on Monday together with other NASDAQ listed MJ stocks given news flow around rescheduling in the US, but it underperformed the more liquid names (ACB +16% vs. +26% for CGC and +42% for TLRY). Taking Monday's closing price of C\$7.20 (US\$ 5.21), we calculate a spot EV of \$372Mn (net cash \$126Mn; net leases of \$42Mn; minority interest of \$37Mn), or 0.9x current sales (mostly in line with direct peers) and 8.6x current EBITDA (few peers have positive EBITDA). We realize at present investor sentiment is very much skewed by the US rescheduling news flow. Although ACB does not have direct presence in that market, its NASDAQ listing makes it a US play by proxy, and we would expect the stock to be supported in the coming days as S3 gets even more attention. In terms of fundamentals, ACB's medium- and long-term growth potential in the international cannabis markets would likely warrant a higher multiple than <1x sales. We will remain Neutral for now and wait for better visibility regarding international cannabis sales trends, although we realize US S3 speculation (and not fundamentals) will be the main driver of the stock for the time being.

Table 1: Stocks Mentioned in this Report

Company name	Ticker	Ticker	Rating
<b>US MSOs</b>			
4Front Ventures		FFNTF	not rated
Ascend Wellness		AAWH	not rated
AYR Wellness		AYRWF	not rated
Cannabist		CCHWF	not rated
Cansortium		CNTMF	will cover
Cresco Labs		CRLBF	Overweight
Curaleaf Holdings		CURLF	will cover
GlassHouse Brands		GLASF	not rated
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	not rated
TILT Holdings		TLLTF	Neutral
Trulieve Cannabis		TCNNF	will cover
Verano Holdings		VRNOF	Overweight
Vext Science		VEXTF	Overweight
Vireo Growth		VREOF	Overweight
<b>Finance (MJ) Companies</b>			
AFC Gamma		AFCG	Neutral
Chicago Atlantic BDC		LIEN	Overweight
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	XLY	will cover
Avant Brands	AVNT	not rated
Avicanna	AVCN	not rated
Ayurcann Holdings	AYURF	not rated
Cannara Biotech	LOVFF	not rated
Canopy Growth	CGC	Neutral
Cronos Group	CRON	will cover
Decibel Cannabis Co	DB	Overweight
Organigram Holdings	OGI	will cover
Rubicon Organics	RUBI	Overweight
SNDL Inc	SNDL	will cover
Tilray Brands	TLRY	Neutral
Village Farms Intl	VFF	Overweight
<b>Other</b>		
Cantourage AG	HIGH:FF	not rated
Charlotte's Web	CWBHF	will cover
Flora Growth	FLGC	not rated
Grow Generation	GRWG	not rated
IM Cannabis	IMCC	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
Urban-gro	UGRO	not rated
WM Technology	MAPS	Neutral

Source: Z&amp;A ratings



# Appendix I: Company Financials

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 1: Financial Highlights

C\$ Mn	Mar FY23	Mar FY24	Jun 1Q25	Sep 2Q25	Dec 3Q25	Mar 4Q25	Mar FY25	Jun 1Q26	Sep 2Q26e	Dec 3Q26e	Mar 4Q26e	Mar FY26e	Mar FY27e	Mar FY28e
<b>Sales (\$ Mn)</b>	225.1	269.6	83.4	81.1	88.2	90.5	343.3	98.0	86.3	91.7	98.9	374.9	430.0	482.8
qoq ch %	na	na	24%	-3%	9%	3%	na	8%	-12%	6%	8%	na	na	na
yoy ch %	-1%	20%	11%	29%	37%	35%	27%	17%	6%	4%	9%	9%	15%	12%
consensus									86.8	91.1	96.5	371.9	393.2	na
<b>P&amp;L</b>														
Gross profit before FV adj	29	78	30	39	47	43	160	36	40	45	50	172	228	262
as % of sales	13%	29%	36%	48%	54%	48%	47%	37%	47%	50%	51%	46%	53%	54%
EBIT	-218	-45	1	-2	37	-25	11	-20	-1	2	4	-15	37	53
as % of sales	-97%	-17%	1%	-3%	42%	-27%	3%	-21%	-1%	2%	4%	-4%	9%	11%
adj EBITDA	-10	14	4	10	19	17	50	11	7	10	12	39	70	88
as % of sales	-4.4%	5.1%	4.2%	12.5%	22.0%	18.4%	14.5%	11.0%	7.9%	10.8%	11.7%	10.5%	16.3%	18.2%
consensus EBITDA									11.8	16.4	17.7	55.0	68.3	na
as % of sales									13.6%	17.9%	18.3%	14.8%	17.4%	na
<b>EPS</b>														
Pre tax income	-840	-58	8	1	32	-14	26	-19	-2	2	3	-16	35	52
Tax rate assumption	1%	-14%	41%	2097%	1%	-13%	70%	22%	3%	3%	3%	25%	3%	3%
Net income after min int	-831	-66	5	-12	32	-16	8	-15	-2	2	3	-12	34	50
Share count (FD) Mn	277.0	261.4	54.6	54.6	56.3	55.8	55.3	56.2	56.0	56.2	56.2	56.2	56.2	56.2
EPS	3.75	-1.25	0.08	-0.21	0.57	-0.29	0.15	-0.27	-0.03	0.03	0.05	-0.22	0.61	0.90
consensus									0.04	0.25	0.04	0.14	0.47	na
<b>BS and CF highlights</b>														
Operating cash flow	-142	-41	8	-25	29	29	42	4	27	5	4	39	78	94
(-) Capex	-18	-13	-5	-5	-5	-4	-19	-19	-3	-4	-4	-30	-17	-19
Free cash flow	-161	-54	3	-29	24	25	23	-15	23	1	0	9	60	75
Ending net cash (debt)	148	150	130	130	94	122	122	126	126	149	150	150	204	277
Net cash (debt)/Sales	0.7x	0.6x	0.4x	0.4x	0.3x	0.3x	0.4x	0.3x	0.4x	0.4x	0.4x	0.4x	0.5x	0.6x
Net cash (debt)/EBITDA	-14.9x	10.9x	9.3x	3.2x	1.2x	1.8x	2.5x	2.9x	4.6x	3.8x	3.2x	3.8x	2.9x	3.2x
Equity	559	516	562	562	543	573	573	552	552	550	552	552	578	626

Source: Z&A estimates, company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 2: Divisional Sales Trends

C\$ Mn	Mar FY23	Mar FY24	Jun 1Q25	Sep 2Q25	Dec 3Q25	Mar 4Q25	Mar FY25	Jun 1Q26	Sep 2Q26e	Dec 3Q26e	Mar 4Q26e	Mar FY26e	Mar FY27e	Mar FY28e
<b>Net sales</b>	<b>225.1</b>	<b>269.6</b>	<b>83.4</b>	<b>81.1</b>	<b>88.2</b>	<b>90.5</b>	<b>343.3</b>	<b>98.0</b>	<b>86.3</b>	<b>91.7</b>	<b>98.9</b>	<b>374.9</b>	<b>430.0</b>	<b>482.8</b>
Canada Rec	55.5	47.0	11.5	10.4	9.9	8.2	40.0	7.9	8.8	8.9	8.1	33.8	36.5	38.3
Canada bulk	1.0	2.4	1.6	0.8	1.2	0.8	4.4	1.4	1.0	1.0	1.0	4.4	4.0	4.0
Canada Med	97.0	103.1	27.1	26.3	27.3	26.8	107.4	27.7	27.8	27.8	27.9	111.2	112.5	113.9
International Med	47.3	72.4	20.1	35.0	40.9	41.0	137.0	37.1	39.8	44.8	47.6	169.3	219.8	268.8
Other/Propagation	20.7	44.8	23.1	8.6	8.9	13.8	54.4	23.9	8.9	9.2	14.2	56.2	57.2	57.8
<b>Seq ch</b>	<b>na</b>	<b>20%</b>	<b>24%</b>	<b>-3%</b>	<b>9%</b>	<b>3%</b>	<b>27%</b>	<b>8%</b>	<b>-12%</b>	<b>6%</b>	<b>8%</b>	<b>9%</b>	<b>15%</b>	<b>12%</b>
Canada Rec	na	-15%	13%	-10%	-5%	-18%	-15%	-4%	12%	1%	-9%	-16%	8%	5%
Canada Med	na	6%	3%	-3%	4%	-2%	4%	3%	0%	0%	0%	4%	1%	1%
International Med	na	53%	5%	75%	17%	0%	89%	-10%	7%	12%	6%	24%	30%	22%
<b>Canada rec assumptions (C\$ Mn)</b>														
Market size C\$ rsp	4,671	5,226	1,328	1,399	1,402	1,290	5,419	1,394	1,469	1,491	1,355	5,709	6,075	6,388
QoQ ch %	na	na	7%	5%	0%	-8%	na	8%	5%	1%	-9%	na	na	na
YoY ch %	15%	12%	4%	2%	6%	4%	4%	5%	5%	6%	5%	5%	6%	5%
Market size C\$ ex factory	2,335	2,613	664	700	701	645	2,710	697	735	745	677	2,854	3,038	3,194
Co rec market share	2%	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Co sales C\$Mn	55	47	12	10	10	8	40	8	9	9	8	34	36	38
<b>Med intl assumptions (C\$ Mn)</b>														
Market size C\$ rsp (CF est)	2,702	3,663	838	891	935	970	3,634	1,020	1,122	1,178	1,237	4,557	5,598	6,805
QoQ ch %	na	na	-14%	6%	5%	4%	na	5%	10%	5%	5%	na	na	na
YoY ch %	63%	36%	0%	0%	-3%	0%	-1%	22%	26%	26%	28%	25%	23%	22%
Market size C\$ ex factory	1,351	1,832	419	445	468	485	1,817	510	561	589	619	2,279	2,799	3,402
Co market share	4%	4%	5%	8%	9%	8%	8%	7%	7%	8%	8%	7%	8%	8%
Co sales C\$Mn	47	72	20	35	41	41	137	37	40	45	48	169	220	269

Source: Z&A estimates, company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 3: Gross Profits by Division

C\$ Mn	Mar FY23	Mar FY24	Jun 1Q25	Sep 2Q25	Dec 3Q25	Mar 4Q25	Mar FY25	Jun 1Q26	Sep 2Q26e	Dec 3Q26e	Mar 4Q26e	Mar FY26e	Mar FY27e	Mar FY28e
<b>REPORTED</b>														
Gross profit bef fv adj	40.4	78.1	37.0	39.2	47.4	43.0	166.6	36.0	40.2	45.5	50.0	171.7	228.4	262.5
Canada Rec	-17.5	-7.0	1.0	0.5	-0.6	-1.6	-0.6	-0.1	0.4	0.9	1.0	2.2	5.5	5.7
Medical (Canada + exports)	58.2	81.7	30.3	39.7	46.1	42.0	158.1	38.8	39.2	43.6	46.8	168.4	211.9	244.9
Bulk/Bevo	-0.3	3.4	5.8	-1.0	1.9	2.6	9.1	-2.8	0.5	1.0	2.2	1.0	11.0	11.8
As % of sales	18%	29%	44%	48%	54%	48%	49%	37%	47%	50%	51%	46%	53%	54%
Canada Rec	-32%	-15%	8%	5%	-6%	-19%	-2%	-1%	5%	10%	12%	7%	15%	15%
Medical (Canada + exports)	40%	47%	64%	65%	68%	62%	65%	60%	58%	60%	62%	60%	64%	64%
Bulk/Bevo	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm
As % of total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Canada Rec	-43%	-9%	3%	1%	-1%	-4%	0%	0%	1%	2%	2%	1%	2%	2%
Medical (Canada + exports)	144%	105%	82%	101%	97%	98%	95%	108%	98%	96%	94%	98%	93%	93%
Bulk/Bevo	-1%	4%	16%	-3%	4%	6%	5%	-8%	1%	2%	4%	1%	5%	5%
<b>ADJ CASH GP</b>														
Gross profit ex dep and ex impa	108.8	131.5	36.0	42.6	52.3	54.2	185.0	49.0	46.8	52.2	56.8	204.8	255.8	290.7
Canada Rec	13.3	11.5	2.8	1.4	2.6	2.2	9.0	2.6	1.7	2.1	2.2	8.6	10.5	10.9
Medical (Canada + exports)	92.8	110.8	32.8	41.7	46.8	47.7	169.0	44.6	42.7	47.1	50.3	184.7	226.2	259.6
Bulk cannabis	0.3	-0.8	-3.5	-1.7	0.3	0.1	-4.9	0.5	0.3	0.3	0.3	1.5	1.3	1.3
Bevo	5.3	10.2	4.0	1.2	2.6	4.1	11.9	1.3	2.2	2.7	3.9	10.1	17.8	18.9
As % of sales	43%	43%	43%	59%	60%	54%	50%	50%	57%	57%	55%	56%	59%	60%
Canada Rec	24%	25%	24%	14%	26%	27%	22%	33%	19%	24%	27%	25%	29%	29%
Medical (Canada + exports)	64%	63%	69%	68%	74%	70%	69%	69%	63%	65%	67%	66%	68%	68%
Bulk cannabis	35%	-33%	759%	-229%	23%	15%	-109%	37%	32%	32%	32%	34%	33%	33%
Bevo	26%	23%	22%	41%	56%	37%	22%	10%	25%	29%	28%	18%	31%	33%
As % of total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Canada Rec	12%	9%	8%	3%	5%	4%	5%	5%	4%	4%	4%	4%	4%	4%
Medical (Canada + exports)	85%	84%	91%	98%	89%	88%	91%	91%	91%	90%	89%	90%	88%	89%
Bulk cannabis	0%	-1%	-10%	-4%	1%	0%	-3%	1%	1%	1%	1%	1%	1%	0%
Bevo	5%	8%	11%	3%	5%	8%	6%	3%	5%	5%	7%	5%	7%	6%

Source: Z&A estimates, company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 4: Summary Cash Flow

SUMMARY CASH FLOW	Mar FY24	Jun 1Q25	Sep 2Q25	Dec 3Q25	Mar 4Q25	Mar FY25	Jun 1Q26	Sep 2Q26e	Dec 3Q26e	Mar 4Q26e	Mar FY26e	Mar FY27e
C\$ 000s												
Net earnings	-59,045	4,844	1,675	31,228	-16,238	21,509	-15,209	-1,769	1,579	3,009	-12,390	34,221
(+) D&A	33,071	5,740	5,424	5,430	8,267	24,861	-8,631	5,842	5,876	5,913	9,000	24,068
<b>Cash earnings</b>	<b>-25,974</b>	<b>10,584</b>	<b>7,099</b>	<b>36,658</b>	<b>-7,971</b>	<b>46,370</b>	<b>-23,840</b>	<b>4,073</b>	<b>7,456</b>	<b>8,922</b>	<b>-3,390</b>	<b>58,289</b>
(-) Working capital changes	-15,627	10,682	-29,588	15,805	37,769	34,668	22,960	22,642	-2,863	-5,228	37,511	19,678
(-) Other operating flows	-26,907	-12,891	-2,402	-23,624	-573	-39,490	4,656	18	-16	-30	4,628	-346
<b>Net cash used in operating activities</b>	<b>-68,508</b>	<b>8,375</b>	<b>-24,891</b>	<b>28,839</b>	<b>29,225</b>	<b>41,548</b>	<b>3,776</b>	<b>26,733</b>	<b>4,577</b>	<b>3,663</b>	<b>38,749</b>	<b>77,621</b>
(-) net capex	-16,956	-5,153	-4,543	-4,858	-4,305	-18,859	-18,859	-3,452	-3,669	-3,954	-29,934	-17,202
<b>Free cash flow</b>	<b>-85,464</b>	<b>3,222</b>	<b>-29,434</b>	<b>23,981</b>	<b>24,920</b>	<b>22,689</b>	<b>-15,083</b>	<b>23,281</b>	<b>908</b>	<b>-291</b>	<b>8,815</b>	<b>60,419</b>
(-) acquisitions/divestitures	-2,539	0	0	0	0	0	0	0	0	0	0	0
(-) other (inc bond conversion)	128,913	4,602	117	354	-23,572	-18,499	17,654	0	0	0	17,654	0
(+) other proceeds	0	0	-6,506	3,849	0	-2,657	0	0	0	0	0	0
(+) share issuance	37,926	0	126	0	0	126	0	0	0	0	0	0
(-) stock options/warrants	0	0	0	0	0	0	0	0	0	0	0	0
<b>Change in net</b>	<b>78,836</b>	<b>7,824</b>	<b>-35,697</b>	<b>28,184</b>	<b>1,348</b>	<b>1,659</b>	<b>2,571</b>	<b>23,281</b>	<b>908</b>	<b>-291</b>	<b>26,469</b>	<b>60,419</b>
	0											
<b>Ending Net debt</b>	<b>78,836</b>	<b>129,786</b>	<b>94,089</b>	<b>122,273</b>	<b>123,621</b>	<b>123,621</b>	<b>126,192</b>	<b>149,473</b>	<b>150,382</b>	<b>150,090</b>	<b>150,090</b>	<b>210,509</b>
Cash/inv/sec	136,095	182,167	151,599	180,178	185,328	185,328	186,033	179,473	180,382	180,090	180,090	240,509
Gross debts/loans/bonds	57,259	52,381	57,510	57,905	61,707	61,707	59,841	30,000	30,000	30,000	30,000	30,000

Source: Z&A estimates, company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

Exhibit 5: Projected EV Multiples and Share Price “Scenarios”

C\$Mn	Mar FY23	Mar FY24	Mar FY25	Jun 1Q26	Sep 2Q26e	Dec 3Q26e	Mar 4Q26e	Mar FY26e	Mar FY27e	Mar FY28e
<b>Current valuation</b>										
EV (C\$Mn)		329	372	365	342	341	341	341	280	205
Market cap (\$Mn)		392	411	413	413	413	413	413	413	413
Share price (CAD\$)		7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20	7.20
Share price (US\$)		5.21	5.21	5.21	5.21	5.21	5.21	5.21	5.21	5.21
FD share count (Mn)		54.5	57.2	57.4	57.4	57.4	57.4	57.4	57.4	57.4
common shares (proforma)		54.5	54.9	56.3	56.5	56.2	56.2	56.2	56.2	56.2
derivatives in the money		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
RSUs/other		0.0	2.3	3.7	1.8	1.1	1.1	1.1	1.1	1.1
Broadly defined net cash (debt)		105	81	84	108	109	108	108	169	244
net financial debt (proforma)		122	124	126	149	150	150	150	211	285
leases		-17	-43	-42	-42	-42	-42	-42	-42	-42
other debt										
warrant/derivatives inflow										
Minority Interest		42	41	37	37	37	37	37	36	36
<b>Multiples (Z&amp;A)</b>										
EV/Sales		1.2x	1.1x	0.9x	1.0x	0.9x	0.9x	0.9x	0.7x	0.4x
EV/EBITDA		24.0x	7.5x	8.4x	12.5x	8.6x	7.4x	8.7x	4.0x	2.3x
<b>C\$ Mn</b>										
Implied PT (on 1yF estimates)								by Mar'25	by Mar'26	by Mar'27
1.0x								\$7.59	\$9.59	\$11.81
1.5x								\$10.37	\$12.84	\$15.52
2.0x								\$13.14	\$16.09	\$19.22
3.0x								\$18.70	\$22.59	\$26.63
5.0x								\$29.81	\$35.59	\$41.45
10.0x								\$57.59	\$68.08	\$78.49

Source: Z&A estimates, company reports



# Appendix II: Valuation Comps

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 6: LPs Valuation Multiples

Multiples 12-Aug-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
							Current	CY25	Current	CY25			
Aurora Cannabis	0.9x	1.0x	0.9x	8.6x	6.7x	5.4x	na	na	na	na	14%	7%	-26%
Auxly Cannabis Group	2.2x	na	na	9.8x	na	na	-0.4x	na	-2.0x	na	0%	73%	287%
Avant Brands	0.7x	na	na	3.4x	na	na	-0.2x	na	-0.8x	na	-13%	-20%	-50%
Cannara Biotech	1.4x	na	na	5.0x	na	na	-0.4x	na	-1.4x	na	-31%	-6%	84%
Canopy Growth	2.9x	2.5x	2.4x	-20.1x	-40.1x	na	-0.6x	-0.5x	4.1x	8.2x	25%	21%	-77%
Cronos Group	-0.9x	-0.9x	na	-12.8x	-7.4x	na	na	na	na	na	28%	35%	15%
Decibel Cannabis	1.2x	0.9x	0.8x	7.4x	4.6x	3.6x	-0.4x	-0.3x	-2.4x	-1.5x	41%	73%	104%
Organigram Holdings	1.1x	1.2x	1.1x	32.1x	15.3x	9.6x	na	s	na	na	14%	39%	6%
Rubicon Organics	0.9x	0.8x	0.6x	15.2x	13.1x	4.1x	0.0x	na	-0.7x	na	15%	29%	18%
SNDL	0.6x	0.6x	0.6x	7.3x	na	na	na	na	na	na	42%	56%	-5%
Tilray Brands	1.2x	1.3x	1.2x	10.9x	16.6x	13.2x	0.0x	0.0x	0.0x	0.0x	36%	115%	-50%
Village Farms International	1.0x	1.2x	1.3x	932.5x	14.6x	7.7x	-0.1x	-0.1x	-89.7x	-1.4x	66%	246%	126%

1) We take FactSet consensus estimates for CY25e and CY26e (or our estimates if there is no consensus); 2) By "current", we mean the latest reported qtr annualized; 3) several LPs have net cash

Source: FactSet and company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 7: LPs EV Calculations

C\$Mn 12-Aug-25	Z&A Spot EV	C\$ price	mn shares	mn deriv	Total Mkt Cap	Financial net debt	Net leases	ST income tax liab.	Conting Cons.	ITM deriv inflow	Total BDND	Pref Stock Min Int
Aurora Cannabis	372	7.20	56.5	1.8	420	126	-42	0	0	0	84	37
Auxly Cannabis Group	291	0.15	1,285.7	133.4	216	-59	-14	0	-2	0	-75	
Avant Brands	24	0.70	10.6	0.2	8	-6	-10	0	0	0	-16	
Cannara Biotech	152	1.20	90.0	0.0	108	-43	0	-1	0	0	-44	
Canopy Growth	742	2.18	266.1	4.4	590	-152	0	0	0	0	-152	
Cronos Group	-168	3.69	276.8	0.0	1,021	1,191	-2	0	0	0	1,189	
Decibel Cannabis	102	0.12	576.9	7.7	69	-33	0	0	0	0	-33	
Organigram Holdings	263	2.26	133.8	19.3	347	83	0	0	0	0	83	
Rubicon Organics	44	0.57	67.0	6.3	42	-2	0	0	0	0	-2	
SNDL	553	2.78	257.4	13.2	751	232	-34	0	0	0	199	
Tilray Brands	1,486	1.27	1,100.5	27.9	1,434	-1	-61	0	-21	0	-83	-30
Village Farms International	417	3.19	112.3	0.7	361	-40	-3	0	0	0	-43	13

Source: FactSet and company reports

12 August 2025

## Aurora Cannabis: Updated Views and Estimates Post June Qtr Results

### Exhibit 8: Stock Performance

12-Aug-25	Stock Performance		
Ticker	Last 30d	Last 90d	Last 12mo
<b>US MSOs</b>			
Ascend	92%	86%	-27%
Ayr	-88%	-91%	-99%
Cannabist	107%	103%	-51%
Cansortium	80%	89%	-29%
Cresco	67%	36%	-39%
Curaleaf	176%	229%	-18%
4Front	-56%	-67%	-99%
GlassHouse	-9%	15%	-23%
Gold Flora	na	na	-70%
Grown Rogue	23%	11%	-30%
Green Thumb	44%	53%	-28%
iAnthus	3%	19%	-65%
Jushi	117%	116%	43%
MariMed	25%	33%	-28%
Planet13	58%	37%	-16%
Schwazze	na	na	-87%
StateHouse	na	na	-53%
Trulieve	77%	82%	-23%
TerrAscend	121%	100%	-44%
Verano	107%	74%	-67%
Vext	69%	130%	-3%
Vireo Growth	67%	90%	42%
<b>International</b>			
InterCure	7%	47%	-22%
PharmaCielo	2%	32%	166%

	Stock Performance		
Ticker	Last 30d	Last 90d	Last 12mo
<b>Canadian LPs</b>			
Aurora	14%	7%	-26%
Avant	-13%	-20%	-50%
Auxly	0%	73%	287%
Ayurcann	-3%	0%	-57%
Cannara	-31%	-6%	84%
Canopy Growth	25%	21%	-77%
Cronos	28%	35%	15%
Decibel	41%	73%	104%
Entourage	na	na	na
High Tide	2%	0%	29%
OGI	14%	39%	6%
Rubicon	15%	29%	18%
SNDL	42%	56%	-5%
Tilray	36%	115%	-50%
VFF	66%	246%	126%
<b>Tech</b>			
LFLY	7%	-18%	-89%
SBIG	-38%	-63%	-69%
MAPS	28%	7%	27%
<b>Vape parts</b>			
GNLN	25%	-27%	-100%
ISPR	-7%	-12%	-60%
SMORF	0%	0%	2%
TLLTF	39%	30%	-52%

	Stock Performance		
Ticker	Last 30d	Last 90d	Last 12mo
<b>MJ Fincos</b>			
AFCG	-1%	-16%	-52%
IIIPR	-13%	-11%	-58%
NLCP	-1%	-4%	-32%
SHFS	-23%	15%	-78%
LIEN	-2%	4%	-13%
REFI	-2%	-8%	-10%
<b>Pix &amp; Shovel</b>			
AGFY	9%	13%	584%
GRWG	24%	21%	-36%
HYFM	18%	15%	-17%
SMG	-13%	11%	-16%
UGRO	52%	10%	-65%
<b>CBD</b>			
CVSI	-2%	47%	-22%
CWEB	27%	31%	-22%
LFID	-9%	-17%	-67%
<b>Index</b>			
S&P 500	2%	13%	20%
S&P 477	2%	2%	7%
Nasdaq	8%	22%	42%
MSOS ETF	70%	81%	-36%
YOLO ETF	45%	71%	-7%
<b>Simple Group Averages</b>			
Large Canada LPs	38%	87%	-2%
Tier 1 MSOs	94%	95%	-35%

Source: FactSet and company reports



# Appendix III: Bio and Disclaimers



## Analyst Bio

Pablo Zuanic is a well-known and highly rated equity analyst following the broader cannabinoids (THC cannabis, hemp derivatives, CBD) and consumer sectors. Over the past six years he has launched coverage of over 40 companies in the US, Canada, and overseas; plant-touching as well as service providers (tech; finance); and has also worked with several private companies. He follows closely the reform process in the US, Canada, Germany, Australia, and elsewhere, and relies on a fundamental and data-driven approach to keep track of sectoral trends. His firm Zuanic & Associates publishes equity research, both from a macro/sectoral level in a thematic manner, as well as on listed stocks. The research service is aimed at institutional investors, corporations, and regulators. The firm is also available for short-term consulting and research advisory projects. Approaching the third year since its inception, the firm has collaborated with over 25 companies (in North America and overseas; plant touching and service providers; public and private), both on an on-going basis as well for specific projects. At various points in his career, Pablo Zuanic was ranked in the Institutional Investor magazine surveys and was 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. *He can be contacted via the company's portal [www.zuanicassociates.com](http://www.zuanicassociates.com); via email at [pablo.zuanic@zuanicgroup.com](mailto:pablo.zuanic@zuanicgroup.com); or via X @420Odysseus.*



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