



5/14/2025

# Chicago Atlantic R.E.F. (REFI)

Company Update: Overweight

## Key Highlights:

- Quality loan book, with >\$400Mn in principal.
- YTM IRR 17%; non-accruals only 4% of the book.
- Dividend yield of 13.3% (47c REG DPS per qtr, plus our assumption for a 12c special dividend in 4Q25).
- Loan #9 could be back to accruals later this year.
- REFI should continue to benefit from the cannabis industry's capital demand/supply imbalance.



| ADE/share \$      | CY24a   | CY25e  | CY26e        | CY27e      |
|-------------------|---------|--------|--------------|------------|
| 1Q                | 0.54    | 0.47 A | 0.54         | 0.55       |
| 2Q                | 0.51    | 0.54 E | 0.55         | 0.56       |
| 3Q                | 0.57    | 0.54 E | 0.55         | 0.56       |
| 4Q                | 0.47    | 0.49 E | 0.49         | 0.51       |
| FY                | 2.08    | 2.03 E | 2.13         | 2.18       |
| Reg DPS \$        | CY24a   | CY25e  | CY26e        | CY27e      |
| 1Q                | 0.47    | 0.47 A | 0.47         | 0.47       |
| 2Q                | 0.47    | 0.47 E | 0.47         | 0.47       |
| 3Q                | 0.47    | 0.47 E | 0.47         | 0.47       |
| 4Q                | 0.47    | 0.47 E | 0.47         | 0.47       |
| FY                | 1.88    | 1.88 E | 1.88         | 1.88       |
| Share price (\$)  | \$15.07 |        | Rating       | Overweight |
| Share count (mn)  | 20.9    |        | Price target | No PT      |
| Market Cap (\$Mn) | 315     |        | Fiscal Year  | Dec        |
| Ticker            | REFI    |        | Div yield    | 12.5%      |

| BVPS \$        | CY24a | CY25e | CY26e | CY27e  |
|----------------|-------|-------|-------|--------|
| 1Q             | 14.97 | 14.87 | 14.99 | 15.13  |
| 2Q             | 14.92 | 14.91 | 15.03 | 15.19  |
| 3Q             | 14.73 | 14.95 | 15.08 | 15.25  |
| 4Q             | 14.83 | 14.94 | 15.08 | 15.26  |
|                |       |       |       |        |
| Debt/Equity    | CY24a | CY25e | CY26e | CY27e  |
| 1Q             | 28%   | 28%   | 31%   | 34%    |
| 2Q             | 26%   | 29%   | 31%   | 33%    |
| 3Q             | 18%   | 30%   | 32%   | 35%    |
| 4Q             | 34%   | 32%   | 32%   | 35%    |
| YE shares (mn) | 20.8  | 20.9  | 20.9  | 20.9   |
|                |       |       |       |        |
| Performance    |       | REFI  | MSOS  | S&P500 |
| 30d            |       | 12%   | 19%   | 10%    |
| 90d            |       | -5%   | -22%  | -3%    |
| 1yr            |       | -4%   | -71%  | 13%    |

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## Company Update

**We rate REFI Overweight.** Management expects net book growth for 2025 (after a seq drop in 1Q25), despite a more cautious outlook on the cannabis industry. It expects to refinance the bulk of loans maturing this year (close to 35% of the book). Per our math, based on the quality of the book, and robust spreads, the 47c regular dividend is well protected. We model a 12c special dividend for 4Q25 (vs. 18c in 4Q24 and 29c in 4Q23), which implies a 13.3% dividend yield (12.5% on the regular dividend). The stock trades at par.

### 1Q25 recap.

- Book:** Loans held for investment at carrying value amounted to \$399.5Mn at the end of March (\$396.2Mn net of CECL provisions), with \$401.5Mn in principal. New fundings in 1Q amounted to \$4.4Mn (compared with \$85Mn in 4Q24 and \$161Mn for all of 2024) and there were \$9.2Mn in repayments; PIK interest was \$1.6Mn. In terms of real estate collateral coverage, 49% of the loan book had real estate collateral coverage of less than 1x (65% below 1.25x) compared with 66% at YE24, 30% YE23 and 19% YE22. The % of the book with risk ratings of 1-2 was 60% in 4Q24 (1:6%; 2: 54%) vs. 72% at YE24. There are two loans in category 4 risk (it does not disclose which exactly), for a total of ~\$22Mn. It downgraded loans from category 2 to 3 (3 increased seq to \$137Mn from \$78Mn) due to the slower than expected growth in OH.
- Leverage:** At the end of March, REFI had \$49Mn in notes payable and the revolving loan balance was at \$38Mn (credit line of \$110Mn), down from \$55Mn in Dec. Net debt was \$77Mn (\$10Mn cash balance). In terms of leverage, gross debt to equity was 28% (25% net debt/equity). The revolving facility carries rate of prime plus a range of 0%-1.25% (prime is at 7.50%), with a prime rate floor of 3.25%; with the book gross portfolio yield at 16.9%, this makes for a >900bp spread at present.
- Earnings power:** ADE per fully diluted share in 1Q25 was 46c, in line with 4Q24. Net interest income (NII) was down 7% qoq to \$13Mn, on a mostly stable share count (+0.3% qoq). But 4Q24 net interest income of \$14.1Mn included \$1.9Mn of prepayment fees and other fee income, while these were only \$0.4Mn in 1Q25. In other words, NII ex non-recurring fees was slightly up seq to \$12.6Mn from \$12.3Mn, despite the drop in book size. Recurring cash opex ex management fees (and ex provisions for CECL and other non-cash items) as % of net interest income was 11.2% in 1Q25 vs. 12.7% in 4Q24. Management and incentive fees were 13.3% of net interest income, in line with 1Q24.
- Dividend:** At 47c, the current regular dividend per share has been stable since 2Q22. The regular cash dividend in 1Q25 was 101% of ADE per basic share vs. 90% on average for CY24. Factoring the special dividend (paid in 4Q), in CY24 REFI paid out 99% of ADE per basic share (94% in CY23 and 100% in CY22).

**More color on the loan book.**

- Past dues and non-accruals: \$16.4Mn is in non-accruals (past due more than 90 days); this (loan #9) represented 4.1% of the book's principal at the end of March. The loan relates to an operator in PA (25K sq ft plus three dispensary licenses), which is in the process of foreclosure. At this point, it remains unclear whether the PA legislature will finally agree on a rec program.
- Reserves and collateral coverage: Current expected credit loss (CECL) reserve is \$3.4Mn, or 0.8% of the book. The implied real estate collateral coverage at YE24 was 1.1x.
- Loan concentration: REFI disclosed a total of 30 loans outstanding as of Mar 2025. In terms of the carrying value balance, nine loans accounted for 5% or more of the book (loan #18 in OH was 11.3% of the book; and there were four loans accounting for 6-7% of the book each; see appendix), and for 53% on a combined basis.
- Regional concentration: The REFI portfolio was spread across 16 states as of Mar'25, with six states accounting for 8% or more of the book (OH 15%; IL 15%; FL 10.5%; PA 9%; MI 8%, MO 8%), or for two thirds of the book combined. We realize operator quality will vary even within a same state market, but if we define higher risks markets based on below average wholesale prices and subpar retailer economics (rev/store; spreads), we calculate only 22% of the book is in what we deem markets with challenging economics (31% if we include PA).

**Outlook and forward comments.**

- Management expects net portfolio growth for CY25 (despite the seq drop in 1Q25), even though it recognizes there is generally less capex activity among operators (at least in the current reg context, but this could change, both at the state and federal level), and REFI itself has a more cautious outlook on the industry.
- Expect fundings to ramp in 2Q and 3Q vs. the 1Q pace. But not all the \$19.8Mn unfunded commitments will be necessarily deployed in 2Q and 3Q.
- Ex loans already paid or refinanced, maturities this year amount to \$140Mn, or 35% of the book. We assume most of these loans will be refinanced, with few actual exits.
- Per management, the rate outlook remains unclear, but it has generally negotiated higher floors in the event rates drop.
- Loan #9 (\$16.6Mn), in PA, has been restructured (now at 9% cash), and could be moved back to "accruals" in the future (it still showed in non-accruals in 1Q25).
- Exposure to higher risk states has been consistently reduced.

- REFI will not go above 50% leverage, or \$200Mn. Compared with current total debt of \$90Mn, this still leaves room to fund growth (or \$110Mn). To put this in context, the net book has grown by ~\$30Mn per annum over the past two years.
- Total annual dividend will remain in the 90-100% payout ratio (of ADE per basic share). We model for a special dividend for 4Q25 of 12c (implying 98% full year payout).

**Stock performance and valuation.** REFI is down 5% in the last 90 days (+12% last 30d) vs. -22% for the MSOS ETF (+19%) and -34% for direct peer AFCG (+20%). Over the last 3 months, the 10yr Treasury rate has fluctuated between 4.2% and 4.8% (4.47% now). At \$15.07, REFI trades at a 1% premium to BVPS (AFCG -37%) and the dividend yield (47c x 4) is 12.5% (16%). While other finco stocks in the cannabis space may seem more attractively valued, and growth for the group (and for REFI) has generally slowed, REFI has executed better and manages a better-quality loan book. Even without factoring a special dividend for 4Q25 (in 4Q24 this was 18c and 29c in 4Q23), per our estimates for the next nine months, the regular dividend is well protected (8pt above 10-year Treasuries).

Table 1: MJ Lenders Valuation Comps

|                        | 14-May-25<br>US\$<br>price | BVPS    | Disc<br>Prm | Regular<br>DPS | Dividend<br>Yield | Z&A<br>Spot EV | mn<br>shares | mn<br>deriv | Total<br>Mkt Cap | Gross<br>Debt | Cash  | Net Debt<br>to Equity | Equity | Pref Stock<br>& Min Int |
|------------------------|----------------------------|---------|-------------|----------------|-------------------|----------------|--------------|-------------|------------------|---------------|-------|-----------------------|--------|-------------------------|
| <b>MJ Finco Stocks</b> |                            |         |             |                |                   |                |              |             |                  |               |       |                       |        |                         |
| AFCG                   | \$5.70                     | \$9.02  | -37%        | \$0.23         | 16.1%             | 155            | 22.3         | 0.3         | 129              | 148.5         | 122.2 | -13%                  | 201    |                         |
| IIPR                   | \$55.47                    | \$68.38 | -19%        | \$1.90         | 13.7%             | 1,758          | 28.3         | 0.3         | 1,588            | 297.9         | 151.2 | -8%                   | 1,937  | 23.6                    |
| LIEN                   | \$9.90                     | \$13.20 | -25%        | \$0.34         | 13.7%             | 201            | 22.7         |             | 225              | 0.0           | 23.9  | 8%                    | 300    |                         |
| NLCP                   | \$14.44                    | \$19.19 | -25%        | \$0.43         | 11.9%             | 294            | 20.5         | 0.2         | 300              | 7.6           | 19.9  | 3%                    | 394    | 6.9                     |
| REFI                   | \$15.07                    | \$14.87 | 1%          | \$0.47         | 12.5%             | 399            | 21.0         | 0.4         | 322              | 87.2          | 9.9   | -25%                  | 312    |                         |

Source: FactSet, company reports, Z&A estimates

Table 2: Stocks 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  |
| Consortium                       |        | 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 ratings



# Appendix I: Company Financials

14 May 2025

## Chicago Atlantic Real Estate Finance: Update Post 1Q25

### Exhibit 1: Financial Highlights

| US\$ 000s                              | Dec<br>CY22 | Dec<br>CY23 | Mar<br>1Q24 | Jun<br>2Q24 | Sep<br>3Q24 | Dec<br>4Q24 | Dec<br>CY24 | Mar<br>1Q25 | Jun<br>2Q25e | Sep<br>3Q25e | Dec<br>4Q25e | Dec<br>CY25e | Dec<br>CY26e | Dec<br>CY27e |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Net interest</b>                    | 48,858      | 57,147      | 13,240      | 13,183      | 14,459      | 14,068      | 54,951      | 13,042      | 14,708       | 14,733       | 14,825       | 57,308       | 60,505       | 61,900       |
| qoq ch %                               | na          | na          | -11%        | 0%          | 10%         | -3%         | na          | -7%         | 13%          | 0%           | 1%           | na           | na           | na           |
| yoy ch %                               | na          | 17%         | -11%        | -4%         | 5%          | -5%         | -4%         | -1%         | 12%          | 2%           | 5%           | 4%           | 6%           | 2%           |
| guidance<br>consensus                  |             |             |             |             |             |             |             | 13,813      | 14,004       | 14,259       | 14,368       | 56,464       | 55,950       | 0            |
| <b>Profit metrics</b>                  |             |             |             |             |             |             |             |             |              |              |              |              |              |              |
| Expenses                               | -16,565     | -18,617     | -4,506      | -3,999      | -3,248      | -5,984      | -17,737     | -3,001      | -4,080       | -4,102       | -5,155       | -16,338      | -18,484      | -18,806      |
| as % of inv inc                        |             | -33%        | -34%        | -30%        | -22%        | -43%        | -32%        | -23%        | -28%         | -28%         | -35%         | -29%         | -31%         | -30%         |
| Income from ops                        | 32,292      | 38,530      | 8,733       | 9,184       | 11,212      | 8,085       | 37,214      | 10,041      | 10,628       | 10,631       | 9,670        | 40,970       | 42,020       | 43,094       |
| as % of inv inc                        |             | 67%         | 66%         | 70%         | 78%         | 57%         | 68%         | 77%         | 72%          | 72%          | 65%          | 71%          | 69%          | 70%          |
| consensus                              |             |             |             |             |             |             |             | 9,583       | 9,630        | 9,765        | 9,617        | 38,594       | 39,564       | 0            |
| <b>EPS</b>                             |             |             |             |             |             |             |             |             |              |              |              |              |              |              |
| EPS                                    | 1.82        | 2.11        | 0.47        | 0.46        | 0.56        | 0.39        | 1.88        | 0.47        | 0.51         | 0.51         | 0.46         | 1.95         | 2.01         | 2.06         |
| consensus                              |             |             |             |             |             | 0.51        | 2.07        | 0.52        | 0.53         | 0.54         | 0.52         | 2.11         | 2.13         | 0.00         |
| DPS - regular                          | 1.81        | 1.88        | 0.47        | 0.47        | 0.47        | 0.47        | 1.88        | 0.47        | 0.47         | 0.47         | 0.47         | 1.88         | 1.88         | 1.88         |
| consensus                              |             |             |             |             |             |             |             | 0.48        | 0.48         | 0.48         | 0.56         | 1.99         | 2.03         | 0.00         |
| FD Distributable earnings/share (DEPS) | 2.09        | 2.27        | 0.53        | 0.49        | 0.56        | 0.46        | 2.03        | 0.46        | 0.54         | 0.54         | 0.49         | 2.02         | 2.13         | 2.18         |
| Div coverage (DEPS/DPS)                | 116%        | 121%        | 112%        | 105%        | 118%        | 98%         | 108%        | 97%         | 114%         | 114%         | 105%         | 108%         | 113%         | 116%         |
| <b>BS &amp; CF highlights</b>          |             |             |             |             |             |             |             |             |              |              |              |              |              |              |
| Equity                                 | 264,033     | 271,853     | 285,961     | 292,725     | 295,467     | 308,958     | 308,958     | 310,780     | 311,588      | 312,398      | 312,248      | 312,248      | 314,988      | 318,802      |
| Net cash (debt)                        | -52,284     | -58,102     | -74,346     | -69,679     | -47,240     | -77,696     | -77,696     | -77,277     | -81,187      | -84,373      | -88,547      | -88,547      | -90,245      | -100,691     |
| cash                                   | 5,716       | 7,898       | 6,904       | 7,071       | 6,760       | 26,400      | 26,400      | 9,879       | 10,000       | 10,000       | 10,000       | 10,000       | 10,000       | 10,000       |
| gross debt                             | 58,000      | 66,000      | 81,250      | 76,750      | 54,000      | 104,096     | 104,096     | 87,156      | 91,187       | 94,373       | 98,547       | 98,547       | 100,245      | 110,691      |
| debt to equity                         | 22%         | 24%         | 28%         | 26%         | 18%         | 34%         | 34%         | 28%         | 29%          | 30%          | 32%          | 32%          | 32%          | 35%          |
| NAV per share                          | 14.86       | 14.94       | 14.97       | 14.92       | 14.73       | 14.83       | 14.83       | 14.87       | 14.91        | 14.95        | 14.94        | 14.94        | 15.08        | 15.26        |
| consensus                              |             |             |             |             |             |             |             | 15.09       | 15.11        | 15.29        | 15.15        | 15.15        | 0.00         | 0.00         |
| NAV per share inc cum. DPS             |             |             |             |             |             |             |             | 15.34       | 15.85        | 16.36        | 16.82        | 16.82        | 18.84        | 20.90        |
| future cumulative DPS                  |             |             |             |             |             |             |             | 0.47        | 0.94         | 1.41         | 1.88         | 1.88         | 3.76         | 5.64         |

Source: Z&A estimates, company reports

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## Chicago Atlantic Real Estate Finance: Update Post 1Q25

### Exhibit 2: Income Statement

| US\$ 000s   |                |                |               |               |               |               |                |               |               |               |               |                |                |                |
|---|----------------|----------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|
| INCOME STATEMENT                                      | CY22           | CY23           | 1Q24          | 2Q24          | 3Q24          | 4Q24          | CY24           | 1Q25          | 2Q25e         | 3Q25e         | 4Q25e         | CY25e          | CY26e          | CY27e          |
| <b>Revenues</b>                                       | <b>48,858</b>  | <b>57,147</b>  | <b>13,240</b> | <b>13,183</b> | <b>14,459</b> | <b>14,068</b> | <b>54,951</b>  | <b>13,042</b> | <b>14,708</b> | <b>14,733</b> | <b>14,825</b> | <b>57,308</b>  | <b>60,505</b>  | <b>61,900</b>  |
| (+) Interest income                                   | 51,472         | 62,900         | 15,344        | 15,022        | 16,259        | 15,479        | 62,104         | 15,107        | 16,492        | 16,588        | 16,754        | 64,942         | 68,365         | 70,450         |
| (-) Interest expense                                  | -2,614         | -5,753         | -2,104        | -1,839        | -1,799        | -1,411        | -7,153         | -2,065        | -1,783        | -1,856        | -1,929        | -7,634         | -7,860         | -8,550         |
| (+) Fee and reimbursables                             |                |                |               |               |               |               |                |               |               |               |               |                |                |                |
| <b>Expenses</b>                                       | <b>-16,565</b> | <b>-18,617</b> | <b>-4,506</b> | <b>-3,999</b> | <b>-3,248</b> | <b>-5,984</b> | <b>-17,737</b> | <b>-3,001</b> | <b>-4,080</b> | <b>-4,102</b> | <b>-5,155</b> | <b>-16,338</b> | <b>-18,484</b> | <b>-18,806</b> |
| (-) Management and incentive fees, net                | -6,562         | -8,783         | -1,755        | -1,775        | -1,669        | -2,863        | -8,062         | -1,736        | -1,801        | -1,819        | -2,857        | -8,212         | -9,045         | -9,336         |
| (-) General and administrative expenses               | -3,528         | -5,260         | -1,390        | -1,255        | -1,254        | -1,490        | -5,389         | -1,196        | -1,353        | -1,355        | -1,364        | -5,269         | -5,627         | -5,571         |
| (-) Professional fees                                 | -2,152         | -2,154         | -450          | -409          | -469          | -483          | -1,811         | -493          | -485          | -486          | -489          | -1,954         | -1,997         | -2,043         |
| (-) Stock-based compensation                          | -436           | -1,480         | -531          | -836          | -846          | -846          | -3,059         | -649          | -441          | -442          | -445          | -1,977         | -1,815         | -1,857         |
| (-) Organizational expense                            | 0              | 0              | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| (-) Provisions for current expected credit loss       | -3,887         | -940           | -380          | 275           | 990           | -301          | 583            | 1,073         | 0             | 0             | 0             | 1,073          | 0              | 0              |
| <b>Income from operations</b>                         | <b>32,292</b>  | <b>38,530</b>  | <b>8,733</b>  | <b>9,184</b>  | <b>11,212</b> | <b>8,085</b>  | <b>37,214</b>  | <b>10,041</b> | <b>10,628</b> | <b>10,631</b> | <b>9,670</b>  | <b>40,970</b>  | <b>42,020</b>  | <b>43,094</b>  |
| (+) Interest income                                   | 0              | 76             | -76           | 0             | 0             | -165          | -241           | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| (-) Interest expense                                  | 0              | 105            | 72            | 0             | 0             | 0             | 72             | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| (-) Other   | 0              | 0              | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| <b>Profit before tax</b>                              | <b>32,292</b>  | <b>38,710</b>  | <b>8,730</b>  | <b>9,184</b>  | <b>11,212</b> | <b>7,920</b>  | <b>37,045</b>  | <b>10,041</b> | <b>10,628</b> | <b>10,631</b> | <b>9,670</b>  | <b>40,970</b>  | <b>42,020</b>  | <b>43,094</b>  |
| (-) Income tax provision expense                      | 0              | 0              | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| <b>Net Income</b>                                     | <b>32,292</b>  | <b>38,710</b>  | <b>8,730</b>  | <b>9,184</b>  | <b>11,212</b> | <b>7,920</b>  | <b>37,045</b>  | <b>10,041</b> | <b>10,628</b> | <b>10,631</b> | <b>9,670</b>  | <b>40,970</b>  | <b>42,020</b>  | <b>43,094</b>  |
| (-) preferred stock dividends                         | 0              | 0              | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| (-) non-controlled/non-affiliate investments          | 0              | 0              | 0             | 0             | 0             | 0             | 0              | 0             | 0             | 0             | 0             | 0              | 0              | 0              |
| <b>Net income attributable to common stockholders</b> | <b>32,292</b>  | <b>38,710</b>  | <b>8,730</b>  | <b>9,184</b>  | <b>11,212</b> | <b>7,920</b>  | <b>37,045</b>  | <b>10,041</b> | <b>10,628</b> | <b>10,631</b> | <b>9,670</b>  | <b>40,970</b>  | <b>42,020</b>  | <b>43,094</b>  |
| Basic EPS   | 1.83           | 2.14           | 0.48          | 0.47          | 0.57          | 0.40          | 1.92           | 0.48          | 0.51          | 0.51          | 0.46          | 1.96           | 2.01           | 2.06           |
| FD EPS  | 1.82           | 2.11           | 0.47          | 0.46          | 0.56          | 0.39          | 1.88           | 0.47          | 0.51          | 0.51          | 0.46          | 1.95           | 2.01           | 2.06           |
| basic share count (Mn)                                | 17.7           | 18.1           | 18.3          | 19.4          | 19.6          | 19.8          | 19.3           | 20.9          | 20.9          | 20.9          | 20.9          | 20.9           | 20.9           | 20.9           |
| diluted share count (Mn)                              | 17.7           | 18.3           | 18.6          | 19.9          | 20.1          | 20.3          | 19.7           | 21.3          | 20.9          | 20.9          | 20.9          | 21.0           | 20.9           | 20.9           |

Source: Z&A estimates, company reports



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### Exhibit 3: Adj Distributable Earnings

| US\$ 000s                                  |               |               |              |              |               |              |               |               |               |               |               |               |               |               |
|--|---------------|---------------|--------------|--------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| INCOME STATEMENT                           | CY22          | CY23          | 1Q24         | 2Q24         | 3Q24          | 4Q24         | CY24          | 1Q25          | 2Q25e         | 3Q25e         | 4Q25e         | CY25e         | CY26e         | CY27e         |
| <b>Net income</b>                          | <b>32,292</b> | <b>38,710</b> | <b>8,730</b> | <b>9,184</b> | <b>11,212</b> | <b>7,920</b> | <b>37,045</b> | <b>10,041</b> | <b>10,628</b> | <b>10,631</b> | <b>9,670</b>  | <b>40,970</b> | <b>42,020</b> | <b>43,094</b> |
| Adjustments to net income                  |               |               |              |              |               |              |               |               |               |               |               |               |               |               |
| non-cash equity compensation expense       | 436           | 1,480         | 531          | 836          | 846           | 846          | 3,059         | 649           | 441           | 442           | 445           | 1,977         | 1,815         | 1,857         |
| depreciation and amortization              | 563           | 551           | 91           | 92           | 92            | -17          | 257           | 110           | 150           | 150           | 150           | 560           | 600           | 600           |
| provision for current expected credit loss | 3,887         | 940           | 380          | -275         | -990          | 301          | -583          | -1,073        | 0             | 0             | 0             | -1,073        | 0             | 0             |
| change in unrealized (gain) on debt securi | 0             | -76           | 0            | 0            | 0             | 165          | 241           | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| Distributable earnings                     | 37,179        | 41,606        | 9,808        | 9,837        | 11,159        | 9,214        | 40,094        | 9,728         | 11,219        | 11,223        | 10,265        | 42,434        | 44,436        | 45,551        |
| Adjustments to distributable earnings      | -1            | 0             | 0            | 0            | 0             | 0            | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| <b>Adj distributable earnings</b>          | <b>37,178</b> | <b>41,606</b> | <b>9,808</b> | <b>9,837</b> | <b>11,159</b> | <b>9,214</b> | <b>40,094</b> | <b>9,728</b>  | <b>11,219</b> | <b>11,223</b> | <b>10,265</b> | <b>42,434</b> | <b>44,436</b> | <b>45,551</b> |
| Basic - per share                          | 2.11          | 2.30          | 0.54         | 0.51         | 0.57          | 0.47         | 2.08          | 0.47          | 0.54          | 0.54          | 0.49          | 2.03          | 2.13          | 2.18          |
| Diluted - per share                        | 2.09          | 2.27          | 0.53         | 0.49         | 0.56          | 0.46         | 2.03          | 0.46          | 0.54          | 0.54          | 0.49          | 2.02          | 2.13          | 2.18          |
| <b>Regular cash dividend</b>               | <b>1.81</b>   | <b>1.88</b>   | <b>0.47</b>  | <b>0.47</b>  | <b>0.47</b>   | <b>0.47</b>  | <b>1.88</b>   | <b>0.47</b>   | <b>0.47</b>   | <b>0.47</b>   | <b>0.47</b>   | <b>1.88</b>   | <b>1.88</b>   | <b>1.88</b>   |
| Reg DPS / ADE fully diluted per share      | 86%           | 83%           | 89%          | 95%          | 84%           | 102%         | 93%           | 103%          | 88%           | 88%           | 96%           | 93%           | 88%           | 86%           |
| End of period share count (mn)             | 17.8          | 18.2          | 19.1         | 19.6         | 20.1          | 20.8         | 20.8          | 20.9          | 20.9          | 20.9          | 20.9          | 20.9          | 20.9          | 20.9          |
| Avg FD share count for the period (mn)     | 17.7          | 18.3          | 18.6         | 19.9         | 20.1          | 20.3         | 19.7          | 21.3          | 20.9          | 20.9          | 20.9          | 21.0          | 20.9          | 20.9          |

Source: Z&A estimates, company reports

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### Exhibit 4: Cash Flow

| US\$ 000s  |                 |                |                |                |                |                |                |                |                |                |                |                |                |                 |
|--|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| SUMMARY CASH FLOW                                  | CY22            | CY23           | 1Q24           | 2Q24           | 3Q24           | 4Q24           | CY24           | 1Q25           | 2Q25e          | 3Q25e          | 4Q25e          | CY25e          | CY26e          | CY27e           |
| Net income   | 32,292          | 38,710         | 8,730          | 9,184          | 11,212         | 7,920          | 37,045         | 10,041         | 10,628         | 10,631         | 9,670          | 40,970         | 42,020         | 43,094          |
| (+) adjustments ex PIK                             | 2,012           | -193           | 528            | 283            | -1             | 1,204          | 1,203          | -684           | 0              | 0              | 0              | -684           | 0              | 0               |
| (-) paid-in-kind interest                          | -6,920          | -9,458         | -3,009         | -2,793         | -1,886         | -1,460         | -9,148         | -1,595         | 0              | 0              | 0              | -1,595         | 0              | 0               |
| (+) changes in assets and liabilities              | -10,379         | -643           | 669            | -463           | -594           | -5,554         | -5,942         | -137           | -38,877        | 5              | 18             | -38,992        | 81             | 74              |
| (+) other  | 0               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 38,121         | 0              | 0              | 38,121         | 5,335          | 0               |
| <b>Net cash provided in operating activities</b>   | <b>17,005</b>   | <b>28,416</b>  | <b>6,918</b>   | <b>6,211</b>   | <b>8,731</b>   | <b>2,111</b>   | <b>23,159</b>  | <b>7,625</b>   | <b>9,871</b>   | <b>10,635</b>  | <b>9,688</b>   | <b>37,820</b>  | <b>47,437</b>  | <b>43,169</b>   |
| (-) net uses                                       | -125,244        | -1,925         | -18,717        | -2,855         | 23,541         | -41,265        | -39,297        | 5,507          | -3,962         | -4,001         | -4,041         | -6,497         | -9,855         | -14,334         |
| <b>Net cash used in investing activities</b>       | <b>-125,244</b> | <b>-1,925</b>  | <b>-18,717</b> | <b>-2,855</b>  | <b>23,541</b>  | <b>-41,265</b> | <b>-39,297</b> | <b>5,507</b>   | <b>-3,962</b>  | <b>-4,001</b>  | <b>-4,041</b>  | <b>-6,497</b>  | <b>-9,855</b>  | <b>-14,334</b>  |
| (-) debt   | 58,000          | 82,000         | 15,250         | -4,500         | -22,750        | 1,000          | -11,000        | -17,000        | 4,031          | 3,186          | 4,174          | -5,609         | 1,699          | 10,446          |
| (-) dividends                                      | -28,174         | -39,134        | -13,867        | -9,240         | -9,258         | -9,268         | -41,632        | -13,605        | -9,820         | -9,820         | -9,820         | -43,065        | -39,280        | -39,280         |
| (+) share issuance (repurchase)                    | 4,506           | 7,222          | 9,812          | 10,941         | 44             | 18,795         | 39,592         | 1,033          | 0              | 0              | 0              | 1,033          | 0              | 0               |
| (+) other  | -626            | -397           | -390           | -390           | -90            | -351           | -1,220         | -82            | 0              | 0              | 0              | -82            | 0              | 0               |
| (-) stock options/warrants                         | 0               | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0               |
| <b>Net cash provided from financing activities</b> | <b>33,706</b>   | <b>49,691</b>  | <b>10,806</b>  | <b>-3,189</b>  | <b>-32,054</b> | <b>10,177</b>  | <b>-14,261</b> | <b>-29,654</b> | <b>-5,789</b>  | <b>-6,634</b>  | <b>-5,647</b>  | <b>-47,723</b> | <b>-37,582</b> | <b>-28,834</b>  |
| <b>Increase in cash and cash equivalents</b>       | <b>-74,533</b>  | <b>2,182</b>   | <b>-994</b>    | <b>167</b>     | <b>-310</b>    | <b>19,640</b>  | <b>18,502</b>  | <b>-16,521</b> | <b>121</b>     | <b>0</b>       | <b>0</b>       | <b>-16,400</b> | <b>0</b>       | <b>0</b>        |
| Cash at start of year                              | 80,249          | 5,716          | 7,898          | 6,904          | 7,071          | 6,760          | 7,898          | 26,400         | 9,879          | 10,000         | 10,000         | 26,400         | 10,000         | 10,000          |
| Cash at end of year                                | 5,716           | 7,898          | 6,904          | 7,071          | 6,760          | 26,400         | 26,400         | 9,879          | 10,000         | 10,000         | 10,000         | 10,000         | 10,000         | 10,000          |
| <b>Net (debt) cash</b>                             | <b>-52,284</b>  | <b>-58,102</b> | <b>-74,346</b> | <b>-69,679</b> | <b>-47,240</b> | <b>-77,696</b> | <b>-77,696</b> | <b>-77,277</b> | <b>-81,187</b> | <b>-84,373</b> | <b>-88,547</b> | <b>-88,547</b> | <b>-90,245</b> | <b>-100,691</b> |
| Cash   | 5,716           | 7,898          | 6,904          | 7,071          | 6,760          | 26,400         | 26,400         | 9,879          | 10,000         | 10,000         | 10,000         | 10,000         | 10,000         | 10,000          |
| Debt   | 58,000          | 66,000         | 81,250         | 76,750         | 54,000         | 104,096        | 104,096        | 87,156         | 91,187         | 94,373         | 98,547         | 98,547         | 100,245        | 110,691         |
| <b>Debt ratios</b>                                 |                 |                |                |                |                |                |                |                |                |                |                |                |                |                 |
| debt / equity                                      | 22%             | 24%            | 28%            | 26%            | 18%            | 34%            | 34%            | 28%            | 29%            | 30%            | 32%            | 32%            | 32%            | 35%             |
| net debt / equity                                  | 20%             | 21%            | 26%            | 24%            | 16%            | 25%            | 25%            | 25%            | 26%            | 27%            | 28%            | 28%            | 29%            | 32%             |

Source: Z&A estimates, company reports.

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### Exhibit 5: Balance Sheet

| US\$000s                                     |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| BALANCE SHEET                                | CY22           | CY23           | 1Q24           | 2Q24           | 3Q24           | 4Q24           | CY24           | 1Q25           | 2Q25e          | 3Q25e          | 4Q25e          | CY25e          | CY26e          | CY27e          |
| Loans held for investment at carrying value, | 335,333        | 348,668        | 370,488        | 376,782        | 350,582        | 398,130        | 398,130        | 396,181        | 400,143        | 404,145        | 408,186        | 408,186        | 418,041        | 432,376        |
| (+) Loans held for investment                | 339,274        | 353,641        | 375,844        | 381,863        | 354,673        | 402,477        | 402,477        | 399,455        | 403,450        | 407,485        | 411,559        | 411,559        | 421,496        | 435,949        |
| not related                                  | 0              | 337,238        | 359,317        | 365,460        | 338,270        | 364,239        | 364,239        | 360,988        | 0              | 0              | 0              | 0              | 0              | 0              |
| related party                                | 0              | 16,402         | 16,527         | 16,402         | 16,402         | 38,238         | 38,238         | 38,468         | 0              | 0              | 0              | 0              | 0              | 0              |
| (-) Current expected credit loss reserve     | -3,941         | -4,973         | -5,356         | -5,081         | -4,091         | -4,347         | -4,347         | -3,274         | -3,307         | -3,340         | -3,373         | -3,373         | -3,455         | -3,573         |
| Loans at fair value - related party          | 0              | 0              | 0              | 0              | 0              | 5,335          | 5,335          | 5,335          | 5,335          | 5,335          | 5,335          | 5,335          | 0              | 0              |
| Cash and cash equivalents                    | 5,716          | 7,898          | 6,904          | 7,071          | 6,760          | 26,400         | 26,400         | 9,879          | 10,000         | 10,000         | 10,000         | 10,000         | 10,000         | 10,000         |
| Interest receivable                          | 1,204          | 1,004          | 927            | 1,170          | 484            | 1,454          | 1,454          | 1,516          | 1,710          | 1,712          | 1,723          | 1,723          | 1,771          | 1,816          |
| Other receivables and assets, net            | 1,018          | 706            | 5,143          | 629            | 615            | 459            | 459            | 525            | 592            | 593            | 597            | 597            | 614            | 629            |
| Related party receivables                    | 0              | 107            | 192            | 839            | 1,472          | 3,370          | 3,370          | 1,229          | 1,386          | 1,388          | 1,397          | 1,397          | 1,436          | 1,471          |
| Other assets                                 | 0              | 0              | 0              | 0              | 6,000          | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Debt securities at fair value                | 0              | 842            | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>TOTAL ASSETS</b>                          | <b>343,271</b> | <b>359,226</b> | <b>383,655</b> | <b>386,490</b> | <b>365,913</b> | <b>435,149</b> | <b>435,149</b> | <b>414,665</b> | <b>419,166</b> | <b>423,173</b> | <b>427,238</b> | <b>427,238</b> | <b>431,862</b> | <b>446,292</b> |
| Revolving loan                               | 58,000         | 66,000         | 81,250         | 76,750         | 54,000         | 55,000         | 55,000         | 38,000         | 42,031         | 45,217         | 49,391         | 49,391         | 51,090         | 61,536         |
| Dividend payable                             | 13,619         | 13,867         | 9,007          | 9,257          | 9,268          | 13,605         | 13,605         | 9,820          | 9,820          | 9,820          | 9,820          | 9,820          | 9,820          | 9,820          |
| Management and incentives fees payable       | 3,296          | 3,244          | 1,755          | 1,775          | 1,669          | 2,863          | 2,863          | 1,736          | 1,300          | 1,302          | 1,310          | 1,310          | 1,347          | 1,380          |
| Related party payables                       | 1,398          | 2,052          | 1,819          | 1,950          | 1,571          | 2,043          | 2,043          | 1,587          | 1,789          | 1,792          | 1,803          | 1,803          | 1,854          | 1,900          |
| Accounts payable and other liabilities       | 1,058          | 1,135          | 1,343          | 1,542          | 1,358          | 2,285          | 2,285          | 2,540          | 2,864          | 2,869          | 2,887          | 2,887          | 2,968          | 3,042          |
| Interest reserve                             | 1,868          | 1,075          | 2,520          | 2,492          | 2,581          | 1,298          | 1,298          | 548            | 617            | 619            | 622            | 622            | 640            | 656            |
| Other liabilities                            | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Payable for investment purchase              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 500            | 0              | 0              | 0              | 0              | 0              | 0              |
| Notes payable, net                           | 0              | 0              | 0              | 0              | 0              | 49,096         | 49,096         | 49,156         | 49,156         | 49,156         | 49,156         | 49,156         | 49,156         | 49,156         |
| Other  | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Total liabilities</b>                     | <b>79,238</b>  | <b>87,372</b>  | <b>97,694</b>  | <b>93,765</b>  | <b>70,446</b>  | <b>126,191</b> | <b>126,191</b> | <b>103,885</b> | <b>107,578</b> | <b>110,775</b> | <b>114,990</b> | <b>114,990</b> | <b>116,874</b> | <b>127,489</b> |
| Preferred stock                              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Common stock                                 | 177            | 182            | 191            | 196            | 196            | 208            | 208            | 209            | 209            | 209            | 209            | 209            | 209            | 209            |
| Additional paid in capital                   | 268,996        | 277,483        | 291,859        | 298,923        | 299,722        | 318,887        | 318,887        | 320,487        | 320,487        | 320,487        | 320,487        | 320,487        | 320,487        | 320,487        |
| Accumulated deficit                          | -5,140         | -5,812         | -6,089         | -6,394         | -4,452         | -10,137        | -10,137        | -9,916         | -9,108         | -8,297         | -8,448         | -8,448         | -5,707         | -1,894         |
| <b>Total stockholders equity</b>             | <b>264,033</b> | <b>271,853</b> | <b>285,961</b> | <b>292,725</b> | <b>295,467</b> | <b>308,958</b> | <b>308,958</b> | <b>310,780</b> | <b>311,588</b> | <b>312,398</b> | <b>312,248</b> | <b>312,248</b> | <b>314,988</b> | <b>318,802</b> |
| Non controlling interest                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>TOTAL LIABILITIES AND EQUITY</b>          | <b>343,271</b> | <b>359,226</b> | <b>383,655</b> | <b>386,490</b> | <b>365,913</b> | <b>435,149</b> | <b>435,149</b> | <b>414,665</b> | <b>419,166</b> | <b>423,173</b> | <b>427,238</b> | <b>427,238</b> | <b>431,862</b> | <b>446,292</b> |
|  |                |                |                |                |                |                |                |                |                |                |                |                |                |                |
| Total net assets                             | 264,033        | 271,853        | 285,961        | 292,725        | 295,467        | 308,958        | 308,958        | 310,780        | 311,588        | 312,398        | 312,248        | 312,248        | 314,988        | 318,802        |
| <b>NET ASSET VALUE PER SHARE</b>             | <b>14.86</b>   | <b>14.94</b>   | <b>14.97</b>   | <b>14.92</b>   | <b>14.73</b>   | <b>14.83</b>   | <b>14.83</b>   | <b>14.87</b>   | <b>14.91</b>   | <b>14.95</b>   | <b>14.94</b>   | <b>14.94</b>   | <b>15.08</b>   | <b>15.26</b>   |

Source: Z&A estimates, company reports

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Exhibit 6: Market Size Projections (cannabis sales by state)

| US\$ Mn         | CY19   | CY20   | CY21   | CY22   | CY23   | CY24e  | 1Q25e | 2Q25e | 3Q25e | 4Q25e | CY25e  | CY26e  | CY27e  | CY28e  | CY29e  | CY30e  | rec<br>began |
|-----------------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------------|
| Total (med/rec) | 11,665 | 18,035 | 23,993 | 25,200 | 28,053 | 29,831 | 7,664 | 7,931 | 8,002 | 7,990 | 31,587 | 34,185 | 36,382 | 38,448 | 41,201 | 44,074 |              |
| 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  | 435   | 437   | 427   | 417   | 1,717  | 1,675  | 1,704  | 1,734  | 2,653  | 4,001  | 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    | 34    | 35    | 37    | 38    | 143    | 418    | 619    | 762    | 877    | 991    | 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, company reports



# Appendix II: Valuation Comps

14 May 2025

## Chicago Atlantic Real Estate Finance: Update Post 1Q25

Exhibit 7: Valuation Comps for Lenders to the Cannabis Industry (per latest disclosure – may differ from FactSet headline numbers)

|                                      |      | 14-May-25 |         |      |         |          |
|--------------------------------------|------|-----------|---------|------|---------|----------|
|                                      |      | US\$      |         | Disc | Regular | Dividend |
|                                      |      | price     | BVPS    | Prm  | DPS     | Yield    |
| <b>MJ Finco Stocks</b>               |      |           |         |      |         |          |
| Advanced Flower Capital              | AFCG | \$5.70    | \$9.02  | -37% | \$0.23  | 16.1%    |
| Innovative Industrial Properties     | IIPR | \$55.47   | \$68.38 | -19% | \$1.90  | 13.7%    |
| Chicago Atlantic BDC                 | LIEN | \$9.90    | \$13.20 | -25% | \$0.34  | 13.7%    |
| NewLake Capital Partners             | NLCP | \$14.44   | \$19.19 | -25% | \$0.43  | 11.9%    |
| Chicago Atlantic Real Estate Finance | REFI | \$15.07   | \$14.87 | 1%   | \$0.47  | 12.5%    |

| Z&A     | mn     | mn    | Total   | Gross |       | Net Debt  |        | Pref Stock |
|---------|--------|-------|---------|-------|-------|-----------|--------|------------|
| Spot EV | shares | deriv | Mkt Cap | Debt  | Cash  | to Equity | Equity | & Min Int  |
| 155     | 22.3   | 0.3   | 129     | 148.5 | 122.2 | -13%      | 201    |            |
| 1,758   | 28.3   | 0.3   | 1,588   | 297.9 | 151.2 | -8%       | 1,937  | 23.6       |
| 201     | 22.7   |       | 225     | 0.0   | 23.9  | 8%        | 300    |            |
| 294     | 20.5   | 0.2   | 300     | 7.6   | 19.9  | 3%        | 394    | 6.9        |
| 399     | 21.0   | 0.4   | 322     | 87.2  | 9.9   | -25%      | 312    |            |

Source: Z&A estimates

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## Chicago Atlantic Real Estate Finance: Update Post 1Q25

### Exhibit 8: mREITs

| US\$Mn                                   |        |         | 5/13/25       |                  |              |                | Mkt           |                   |               |              | Stock Performance |             |              |
|--|--------|---------|---------------|------------------|--------------|----------------|---------------|-------------------|---------------|--------------|-------------------|-------------|--------------|
| Company name                             | Ticker | Listing | Price<br>US\$ | Price to<br>BVPS | Div<br>Yield | (mn)<br>Shares | Cap<br>US\$Mn | Debt to<br>Equity | Net<br>(Debt) | Ent<br>Value | Last<br>30d       | Last<br>90d | Last<br>12mo |
| <b>mREITS</b>                            |        |         |               | 0.69x            | 14.4%        |                |               |                   |               |              | 17%               | -12%        | -17%         |
| Arbor Realty Trust Inc                   | ABR    | NYSE    | 11.14         | 0.90x            | 15.4%        | 189.3          | 2,107         | 427%              | -9,315        | 11,423       | 6%                | -19%        | -15%         |
| Ares Commercial Real Estate Corporat     | ACRE   | NYSE    | 4.95          | 0.50x            | 18.2%        | 54.5           | 270           | 217%              | -1,106        | 1,376        | 39%               | -19%        | -28%         |
| Advanced Flower Capital Inc.             | AFCG   | NASDAQ  | 5.70          | 0.63x            | 24.0%        | 22.3           | 127           | 94%               | -85           | 212          | 20%               | -34%        | -54%         |
| Apollo Commercial Real Estate Finance,   | ARI    | NYSE    | 9.97          | 0.74x            | 11.0%        | 138.2          | 1,377         | 345%              | -6,073        | 7,450        | 23%               | 0%          | -1%          |
| Blackstone Mortgage Trust, Inc. Class A  | BXMT   | NYSE    | 19.78         | 0.92x            | 10.3%        | 172.8          | 3,417         | 424%              | -15,401       | 18,818       | 13%               | 4%          | 11%          |
| Claros Mortgage Trust, Inc.              | CMTG   | NYSE    | 2.61          | 0.19x            | 32.6%        | 139.4          | 364           | 253%              | -4,756        | 5,119        | 13%               | -19%        | -69%         |
| Granite Point Mortgage Trust Inc.        | GPMT   | NYSE    | 2.38          | 0.19x            | 8.4%         | 48.8           | 116           | 242%              | -1,358        | 1,475        | 30%               | -22%        | -35%         |
| KKR Real Estate Finance Trust, Inc.      | KREF   | NYSE    | 9.62          | 0.67x            | 10.4%        | 68.7           | 661           | 494%              | -4,794        | 5,455        | 12%               | -13%        | 0%           |
| Ladder Capital Corp. Class A             | LADR   | NYSE    | 10.75         | 0.91x            | 8.6%         | 127.1          | 1,366         | 210%              | -1,830        | 3,196        | 9%                | -9%         | -4%          |
| Chicago Atlantic Real Estate Finance, In | REFI   | NASDAQ  | 15.07         | 1.01x            | 12.5%        | 20.8           | 314           | 34%               | -78           | 392          | 12%               | -5%         | -4%          |
| Starwood Property Trust, Inc.            | STWD   | NYSE    | 20.03         | 1.06x            | 9.6%         | 337.4          | 6,757         | 310%              | -19,177       | 25,935       | 12%               | 2%          | -1%          |
| TPG RE Finance Trust, Inc.               | TRTX   | NYSE    | 8.00          | 0.58x            | 12.0%        | 81.0           | 648           | 232%              | -2,378        | 3,026        | 18%               | -7%         | -7%          |
| <b>Cannabis "Fincos"</b>                 |        |         |               |                  |              |                |               |                   |               |              |                   |             |              |
| Advanced Flower Capital Inc.             | AFCG   | NASDAQ  | 5.70          | 0.63x            | 24.0%        | 22.3           | 127           | 94%               | -85           | 212          | 20%               | -34%        | -54%         |
| Innovative Industrial Properties Inc     | IIPR   | NYSE    | 55.47         | 0.83x            | 13.7%        | 28.3           | 1,572         | 16%               | -148          | 1,719        | 12%               | -25%        | -47%         |
| NewLake Capital Partners, Inc.           | NLCP   | US OTC  | 14.44         | 0.75x            | 10.8%        | 20.5           | 296           | 2%                | 12            | 284          | 8%                | -12%        | -29%         |
| Chicago Atlantic BDC, Inc.               | LIEN   | NASDAQ  | 9.90          | 0.75x            | 10.1%        | 22.8           | 226           | 0%                | 24            | 202          | -8%               | -15%        | -12%         |
| SHF Holdings Inc Class A                 | SHFS   | NASDAQ  | 2.40          | -0.54x           | NA           | 2.8            | 7             | -97%              | -10           | 16           | 8%                | -72%        | -85%         |
| Chicago Atlantic Real Estate Finance, In | REFI   | NASDAQ  | 15.07         | 1.01x            | 12.5%        | 20.8           | 314           | 34%               | -78           | 392          | 12%               | -5%         | -4%          |

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

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## Chicago Atlantic Real Estate Finance: Update Post 1Q25

### Exhibit 9: Industrial REITs

| US\$Mn                                   |        |         | 5/13/25       |                  |              |                | Mkt           |                   |               |              | Stock Performance |             |              |
|--|--------|---------|---------------|------------------|--------------|----------------|---------------|-------------------|---------------|--------------|-------------------|-------------|--------------|
| Company name                             | Ticker | Listing | Price<br>US\$ | Price to<br>BVPS | Div<br>Yield | (mn)<br>Shares | Cap<br>US\$Mn | Debt to<br>Equity | Net<br>(Debt) | Ent<br>Value | Last<br>30d       | Last<br>90d | Last<br>12mo |
| <b>Industrial REITs</b>                  |        |         |               | 1.47x            | 5.5%         |                |               |                   |               |              | 11%               | -11%        | -13%         |
| Americold Realty Trust, Inc.             | COLD   | NYSE    | 17.82         | 1.59x            | 5.0%         | 284.3          | 5,064         | 116%              | -3,633        | 8,697        | -7%               | -18%        | -26%         |
| EastGroup Properties, Inc.               | EGP    | NYSE    | 171.52        | 2.68x            | 3.2%         | 51.8           | 8,889         | 47%               | -1,550        | 10,439       | 11%               | -4%         | 4%           |
| First Industrial Realty Trust, Inc.      | FR     | NYSE    | 51.11         | 2.54x            | 3.0%         | 132.3          | 6,764         | 84%               | -2,184        | 8,948        | 12%               | -9%         | 7%           |
| Innovative Industrial Properties Inc     | IIPR   | NYSE    | 55.47         | 0.83x            | 13.7%        | 28.3           | 1,572         | 16%               | -148          | 1,719        | 12%               | -25%        | -47%         |
| Industrial Logistics Properties Trust    | ILPT   | NASDAQ  | 3.18          | 0.39x            | 1.3%         | 66.1           | 210           | 801%              | -4,077        | 4,287        | 26%               | -21%        | -20%         |
| LXP Industrial Trust                     | LXP    | NYSE    | 8.31          | 1.18x            | 6.4%         | 294.5          | 2,446         | 77%               | -1,485        | 3,931        | 10%               | -2%         | -5%          |
| NewLake Capital Partners, Inc.           | NLCP   | US OTC  | 14.44         | 0.75x            | 11.9%        | 20.5           | 296           | 2%                | 12            | 284          | 8%                | -12%        | -29%         |
| Prologis, Inc.                           | PLD    | NYSE    | 109.37        | 1.90x            | 3.6%         | 926.3          | 101,303       | 62%               | -31,955       | 133,258      | 14%               | -10%        | 2%           |
| Plymouth Industrial REIT, Inc.           | PLYM   | NYSE    | 16.31         | 1.30x            | 5.9%         | 45.4           | 740           | 115%              | -612          | 1,353        | 16%               | -2%         | -22%         |
| Rexford Industrial Realty, Inc.          | REXR   | NYSE    | 35.48         | 0.97x            | 4.7%         | 225.3          | 7,993         | 42%               | -3,449        | 11,442       | 9%                | -14%        | -21%         |
| STAG Industrial, Inc.                    | STAG   | NYSE    | 35.26         | 1.90x            | 4.2%         | 186.5          | 6,576         | 89%               | -3,060        | 9,636        | 12%               | 0%          | 0%           |
| Terreno Realty Corporation               | TRNO   | NYSE    | 58.81         | 1.55x            | 3.3%         | 99.2           | 5,836         | 25%               | -922          | 6,758        | 8%                | -12%        | 7%           |
| <b>Cannabis "Fincos"</b>                 |        |         |               |                  |              |                |               |                   |               |              |                   |             |              |
| Advanced Flower Capital Inc.             | AFCG   | NASDAQ  | 5.70          | 0.63x            | 24.0%        | 22.33          | 127           | 94%               | -85           | 212          | 20%               | -34%        | -54%         |
| Innovative Industrial Properties Inc     | IIPR   | NYSE    | 55.47         | 0.83x            | 13.7%        | 28.33          | 1572          | 16%               | -148          | 1719         | 12%               | -25%        | -47%         |
| NewLake Capital Partners, Inc.           | NLCP   | US OTC  | 14.44         | 0.75x            | 11.9%        | 20.51          | 296           | 2%                | 12            | 284          | 8%                | -12%        | -29%         |
| Chicago Atlantic BDC, Inc.               | LIEN   | NASDAQ  | 9.90          | 0.75x            | 11.9%        | 22.82          | 226           | 0%                | 24            | 202          | -8%               | -15%        | -12%         |
| SHF Holdings Inc Class A                 | SHFS   | NASDAQ  | 2.40          | -0.54x           | 0.0%         | 2.78           | 7             | -97%              | -10           | 16           | 8%                | -72%        | -85%         |
| Chicago Atlantic Real Estate Finance, In | REFI   | NASDAQ  | 15.07         | 1.01x            | 12.5%        | 20.83          | 314           | 34%               | -78           | 392          | 12%               | -5%         | -4%          |

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



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## Chicago Atlantic Real Estate Finance: Update Post 1Q25

### Exhibit 10: BDCs

| US\$Mn                                   |        |         | 5/13/25       |                  |              |                | Mkt           |                   |               |              | Stock Performance |             |              |
|--|--------|---------|---------------|------------------|--------------|----------------|---------------|-------------------|---------------|--------------|-------------------|-------------|--------------|
| Company name                             | Ticker | Listing | Price<br>US\$ | Price to<br>BVPS | Div<br>Yield | (mn)<br>Shares | Cap<br>US\$Mn | Debt to<br>Equity | Net<br>(Debt) | Ent<br>Value | Last<br>30d       | Last<br>90d | Last<br>12mo |
| <b>BDCs</b>                              |        |         |               | <b>0.88x</b>     | <b>13.9%</b> |                |               | <b>125%</b>       |               |              | <b>3%</b>         | <b>-12%</b> | <b>-13%</b>  |
| Gladstone Investment Corporation         | GAIN   | NASDAQ  | 14.12         | 1.06x            | 6.8%         | 36.7           | 518           | 82%               | -395          | 913          | 7%                | 5%          | -1%          |
| Great Elm Capital Corp                   | GECC   | NASDAQ  | 10.60         | 0.92x            | 13.4%        | 11.5           | 122           | 143%              | -181          | 304          | 12%               | 0%          | 3%           |
| Gladstone Capital Corporation            | GLAD   | NASDAQ  | 26.52         | 1.24x            | 7.5%         | 22.2           | 590           | 68%               | -322          | 912          | 10%               | -6%         | 20%          |
| Horizon Technology Finance Corporati     | HRZN   | NASDAQ  | 7.58          | 1.00x            | 17.4%        | 39.9           | 302           | 155%              | -367          | 669          | -8%               | -21%        | -36%         |
| Chicago Atlantic BDC, Inc.               | LIEN   | NASDAQ  | 9.90          | 0.75x            | 11.9%        | 22.8           | 226           | 0%                | 24            | 202          | -8%               | -15%        | -12%         |
| Logan Ridge Finance Corporation          | LRFC   | NASDAQ  | 17.66         | 0.60x            | 7.8%         | 2.7            | 47            | 132%              | -73           | 119          | -6%               | -29%        | -21%         |
| Monroe Capital Corp.                     | MRCC   | NASDAQ  | 6.16          | 0.71x            | 16.2%        | 21.7           | 134           | 156%              | -283          | 416          | -10%              | -29%        | -15%         |
| OFS Capital Corp.                        | OFS    | NASDAQ  | 8.63          | 0.72x            | 15.8%        | 13.4           | 116           | 154%              | -241          | 356          | 5%                | 6%          | -10%         |
| Oxford Square Capital Corp.              | OXSQ   | NASDAQ  | 2.47          | 1.18x            | 17.0%        | 69.8           | 172           | 85%               | -89           | 261          | -2%               | -12%        | -23%         |
| PennantPark Investment Corporation       | PNNT   | NYSE    | 6.86          | 0.91x            | 13.7%        | 65.3           | 448           | 156%              | -722          | 1,170        | 11%               | -4%         | -6%          |
| Portman Ridge Finance Corporation        | PTMN   | NASDAQ  | 12.45         | 0.66x            | 20.4%        | 9.2            | 115           | 153%              | -193          | 307          | 5%                | -28%        | -37%         |
| Saratoga Investment Corp.                | SAR    | NYSE    | 24.10         | 0.93x            | 12.3%        | 15.2           | 366           | 199%              | -577          | 943          | 7%                | -4%         | 4%           |
| Stellus Capital Investment Corp.         | SCM    | NYSE    | 12.96         | 0.96x            | 12.3%        | 27.5           | 356           | 159%              | -573          | 929          | 6%                | -13%        | -9%          |
| TriplePoint Venture Growth BDC Corp.     | TPVG   | NYSE    | 6.62          | 0.77x            | 19.6%        | 40.1           | 266           | 115%              | -320          | 586          | 13%               | -14%        | -28%         |
| WhiteHorse Finance, Inc.                 | WHF    | NASDAQ  | 9.29          | 0.75x            | 16.6%        | 23.2           | 216           | 124%              | -326          | 542          | 3%                | -13%        | -27%         |
| <b>Cannabis "Fincos"</b>                 |        |         |               |                  |              |                |               |                   |               |              |                   |             |              |
| Advanced Flower Capital Inc.             | AFCG   | NASDAQ  | 5.70          | 0.63x            | 24.0%        | 22.33          | 127           | 94%               | -85           | 212          | 20%               | -34%        | -54%         |
| Innovative Industrial Properties Inc     | IIPR   | NYSE    | 55.47         | 0.83x            | 13.7%        | 28.33          | 1572          | 16%               | -148          | 1719         | 12%               | -25%        | -47%         |
| NewLake Capital Partners, Inc.           | NLCP   | US OTC  | 14.44         | 0.75x            | 11.9%        | 20.51          | 296           | 2%                | 12            | 284          | 8%                | -12%        | -29%         |
| Chicago Atlantic BDC, Inc.               | LIEN   | NASDAQ  | 9.90          | 0.75x            | 11.9%        | 22.82          | 226           | 0%                | 24            | 202          | -8%               | -15%        | -12%         |
| SHF Holdings Inc Class A                 | SHFS   | NASDAQ  | 2.40          | -0.54x           | 0.0%         | 2.78           | 7             | -97%              | -10           | 16           | 8%                | -72%        | -85%         |
| Chicago Atlantic Real Estate Finance, In | REFI   | NASDAQ  | 15.07         | 1.01x            | 12.5%        | 20.83          | 314           | 34%               | -78           | 392          | 12%               | -5%         | -4%          |

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

## Exhibit 11: US MSO Valuation Multiples

| US\$Mn<br>14-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        | 4.8x                 | 5.0x        | 4.5x        | -0.4x           | -0.4x | -2.0x           | -2.1x | -0.9x                          | -1.0x | -4.2x       | -4.4x  |
| 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        | 14.5x                | 11.3x       | 8.4x        | -0.7x           | -0.8x | -9.5x           | -7.4x | -1.0x                          | -1.1x | -13.5x      | -10.5x |
| Consortium          | 1.1x                | na          | na          | 3.8x                 | na          | na          | -0.6x           | na    | -2.0x           | na    | -0.9x                          | na    | -3.2x       | na     |
| Cresco Labs         | 1.3x                | 1.3x        | 1.3x        | 5.6x                 | 5.8x        | 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        | 6.5x                 | 6.9x        | 5.9x        | -0.5x           | -0.5x | -2.2x           | -2.4x | -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                | 3.2x        | 2.5x        | 19.7x                | 17.1x       | 11.2x       | -0.1x           | -0.1x | -0.6x           | -0.5x | -0.3x                          | -0.3x | -1.8x       | -1.6x  |
| Vireo Growth (pf)   | 1.3x                | 1.2x        | 0.9x        | 5.5x                 | 4.9x        | 3.1x        | 0.1x            | na    | 0.5x            | na    | -0.6x                          | na    | -2.1x       | na     |
| Green Thumb         | 1.2x                | 1.3x        | 1.2x        | 3.7x                 | 4.2x        | 3.9x        | 0.0x            | 0.0x  | -0.1x           | -0.1x | -0.1x                          | -0.1x | -0.3x       | -0.3x  |
| Grown Rogue         | 1.9x                | na          | na          | 2.8x                 | 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        | 12.4x                | 8.0x        | 6.7x        | -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                   | 14.2x       | 5.8x        | 0.1x            | 0.1x  | na              | 2.4x  | -0.1x                          | -0.1x | na          | -2.0x  |
| TerrAscend          | 1.5x                | 1.5x        | 1.4x        | 7.4x                 | 7.1x        | 6.2x        | -0.6x           | -0.6x | -2.9x           | -2.7x | -1.0x                          | -1.1x | -5.1x       | -4.9x  |
| TILT                | 1.1x                | na          | na          | 51.4x                | 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        | 3.7x                 | 3.8x        | 3.6x        | -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, company reports, and Z&A estimates

## Exhibit 12: Stock Performance

| 14-May-25            | Stock Performance |      |      |
|----------------------|-------------------|------|------|
|                      | Last              | Last | Last |
| Ticker               | 30d               | 90d  | 12mo |
| <b>US MSOs</b>       |                   |      |      |
| Ascend               | 10%               | -19% | -75% |
| Ayr                  | 89%               | -41% | -89% |
| Cannabist            | 65%               | -10% | -80% |
| Consortium           | -6%               | -26% | -69% |
| Cresco               | 20%               | -21% | -66% |
| Curaleaf             | 8%                | -40% | -84% |
| 4Front               | -67%              | -80% | -97% |
| GlassHouse           | 44%               | 6%   | -34% |
| Gold Flora           | MN/A              | -30% | -85% |
| Grown Rogue          | 9%                | -28% | -39% |
| Green Thumb          | 9%                | -23% | -57% |
| iAnthus              | -54%              | -44% | -77% |
| Jushi                | 16%               | -7%  | -51% |
| MariMed              | 13%               | -32% | -66% |
| Planet13             | 6%                | -28% | -58% |
| Schwazze             | na                | -29% | -97% |
| StateHouse           | na                | na   | -46% |
| Trulieve             | 31%               | -5%  | -62% |
| TerrAscend           | 48%               | -39% | -77% |
| Verano               | 39%               | -39% | -85% |
| Vext                 | -21%              | -14% | -64% |
| Vireo Growth         | 4%                | -27% | -26% |
| <b>International</b> |                   |      |      |
| InterCure            | 24%               | -32% | -41% |
| PharmaCielo          | -31%              | 4%   | 107% |

|                     | Stock Performance |       |       |
|---------------------|-------------------|-------|-------|
|                     | Last              | Last  | Last  |
| Ticker              | 30d               | 90d   | 12mo  |
| <b>Canadian LPs</b> |                   |       |       |
| Aurora              | 22%               | -19%  | -19%  |
| Avant               | -10%              | -24%  | -63%  |
| Auxly               | 8%                | 60%   | 42%   |
| Ayurcann            | 2%                | -39%  | -41%  |
| Cannara             | -1%               | 8%    | 50%   |
| Canopy              | 57%               | -18%  | -84%  |
| Cronos              | 18%               | 5%    | -25%  |
| Decibel             | 20%               | -13%  | -38%  |
| Entourage           | 0%                | 25%   | -58%  |
| High Tide           | 13%               | -15%  | 1%    |
| OGI                 | 23%               | -12%  | -28%  |
| Rubicon             | -22%              | 9%    | 18%   |
| SNDL                | -3%               | -27%  | -43%  |
| Tilray              | -6%               | -51%  | -76%  |
| VFF                 | 85%               | 19%   | -26%  |
| <b>Tech</b>         |                   |       |       |
| LFLY                | 50%               | 15%   | -84%  |
| SBIG                | 63%               | -1%   | -52%  |
| MAPS                | 10%               | -12%  | 0%    |
| <b>Vape parts</b>   |                   |       |       |
| GNLN                | -98%              | -100% | -100% |
| ISPR                | -12%              | -30%  | -49%  |
| SMORF               | 0%                | 2%    | 34%   |
| TLLTF               | 28%               | -1%   | -78%  |

|                              | Stock Performance |      |      |
|------------------------------|-------------------|------|------|
|                              | Last              | Last | Last |
| Ticker                       | 30d               | 90d  | 12mo |
| <b>MJ Fincos</b>             |                   |      |      |
| AFCG                         | 20%               | -34% | -54% |
| IIPR                         | 13%               | -25% | -47% |
| NLCP                         | 8%                | -12% | -29% |
| SHFS                         | 8%                | -72% | -85% |
| LIEN                         | -8%               | -15% | -12% |
| REFI                         | 12%               | -5%  | -4%  |
| <b>Pix &amp; Shovel</b>      |                   |      |      |
| AGFY                         | 52%               | 30%  | 559% |
| GRWG                         | 23%               | -24% | -63% |
| HYFM                         | 24%               | -41% | -64% |
| SMG                          | 16%               | -12% | -14% |
| UGRO                         | -30%              | -47% | -78% |
| <b>CBD</b>                   |                   |      |      |
| CVSI                         | -5%               | -32% | -41% |
| CWEB                         | 10%               | -16% | -49% |
| LFID                         | -8%               | 19%  | -69% |
| <b>Index</b>                 |                   |      |      |
| S&P 500                      | 10%               | -3%  | 13%  |
| S&P 477                      | 0%                | -2%  | 7%   |
| Nasdaq                       | 15%               | 2%   | 35%  |
| MSOS ETF                     | 19%               | -22% | -71% |
| YOLO ETF                     | 19%               | -16% | -52% |
| <b>Simple Group Averages</b> |                   |      |      |
| Large Canada LP:             | 33%               | -17% | -50% |
| Tier 1 MSOs                  | 21%               | -26% | -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.*



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