

2/26/2025

Thoughts Ahead of 4Q Season

Cannabis Sector Equity Research



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Thoughts on MSOs 4Q24 Earnings Season

Summary: Expectations are generally for top line softness and potential profit margin pressures given continued deflation (apparently worsening in FL). In this context, with low expectations, sales beats and or profit margin resilience (cost savings and efficiencies offsetting pricing issues) may help sentiment. But, more than sales and EBITDA trends, focus should turn to the state of the balance sheet and the level of maturities that MSOs face (leverage and timing of maturities varies widely); especially given the heightened risk of dilutive refinancing action for equity holders. Also, with most MSOs taking a proactive stance re 280E, any commentary regarding refunds (checks received or expected) and the magnitude of reported ST and LT tax liabilities will matter. Beyond that, commentary on exposure to PA (the most likely state to go rec this year), operations and plans for expansion there, may help differentiate stock performance. Finally, with three tier 1 MSOs now in hemp derivatives (Curaleaf, Green Thumb, Trulieve), we wonder if more will follow (regardless of what happens with cannabis reform, it seems to us these operators are more constructive on how the new Farm Bill may play out for hemp derivatives...).

Macro view: In yoy trends, 4Q24 \$ sales declined or were flat in most markets reviewed, with PA and NJ the exceptions (albeit the benefit in NJ is offset by revenue per store dilution). In seq trends, growth has stalled in newly rec markets like CT, MD, and OH. Deflation is still a common theme across the board, with price/mix down as much as 27% yoy in FL (in 4Q24), as per our estimates crossing Headset and OMMU data. Also, while those states adding more stores may boost the wholesale business of MSOs, they tend to dilute retail revenue (in states with caps). See our report [4Q24 Trends in Key MSO States](#) for greater color.

What FactSet implies for 4Q24.

- **Sales Trends:** For the 8 MSOs with sales over \$100Mn in 3Q24, FactSet points to yoy growth only for Green Thumb (+4%) and Trulieve (+2%). As the table below, shows sales would be down yoy for the other 6 MSOs, with steep yoy drops (per FactSet) expected for Cannabist (-15%), Cresco (-8%), and Verano (-7%). We are not making predictions in this note, but note the OMMU data has looked particularly strong for Verano in FL. Among companies below \$100Mn in quarterly sales, FactSet projects yoy sales growth for Planet 13 and Vext, owing to M&A, and also sees yoy growth for CA SSOs GlassHouse and Gold Flora. Note: we realize FactSet “consensus” in some cases can represent estimates from one or two analysts only.
- **EBITDA margins:** For the 8 largest MSOs (by sales), FactSet predicts lower seq EBITDA margins for all except for Cannabist (although in this case it is off a low base). For the rest, although down, FactSet projects the highest EBITDA margins (for 4Q24) for Trulieve (32.1%, down 170bp seq) and Green Thumb (30.4% (-70bp seq)). For other MSOs, seq it shows improvements for Jushi, MariMed, and Planet 13.

Table 1: FactSet Sales and EBITDA Consensus Estimates for 4Q24

Report Date		Actual 4Q23	Actual 3Q24	FactSet 4Q24e	Implied YoY ch %	Implied QoQ ch %	Actual 4Q23	Actual 3Q24	FactSet 4Q24e
SALES (\$Mn)							EBITDA margins		
12-Mar	Ascend	140.2	141.6	140.2	0%	-1%	23.1%	17.7%	17.2%
6-Mar	AYR	114.8	114.3	114.0	-1%	0%	25.9%	23.2%	22.5%
13-Mar	Cannabist	128.4	114.8	109.5	-15%	-5%	9.7%	12.9%	13.2%
12-Mar	Cresco	188.2	179.8	173.4	-8%	-4%	29.1%	28.5%	26.6%
3-Mar	Curaleaf	345.3	330.5	332.2	-4%	1%	24.0%	22.8%	22.7%
na	4Front	17.5	19.5	na	na	na	-6.2%	26.6%	na
na	Glasshouse Brand:	40.4	63.8	47.5	18%	-26%	9.3%	32.0%	9.0%
na	Gold Flora	28.4	32.6	35.0	23%	7%	-12.0%	8.5%	9.7%
na	Goodness Growth	24.2	25.2	23.9	-1%	-5%	23.7%	-1.7%	21.9%
26-Feb	Green Thumb	278.2	286.9	289.0	4%	1%	32.6%	31.1%	30.4%
na	iAnthus	40.9	40.3	na	na	na	6.8%	13.3%	na
6-Mar	Jushi	67.8	61.6	64.2	-5%	4%	16.0%	16.8%	17.7%
6-Mar	Marimed	38.9	40.6	41.9	8%	3%	13.5%	11.5%	14.4%
na	Planet13	23.0	32.2	32.8	43%	2%	5.6%	4.0%	3.8%
na	Schwazze	43.3	44.1	44.3	2%	0%	25.3%	22.7%	21.5%
6-Mar	TerrAscend	86.6	74.2	73.0	-16%	-2%	22.7%	18.5%	18.6%
na	Tilt	37.5	27.0	25.8	-31%	-4%	-4.4%	-5.8%	-7.8%
27-Feb	Trulieve	287.0	284.3	292.5	2%	3%	28.3%	33.8%	32.1%
27-Feb	Verano	237.2	216.7	219.6	-7%	1%	30.9%	29.7%	29.4%
na	Vext	8.4	9.0	9.9	17%	10%	6.5%	32.0%	27.9%

Source: Z&A estimates; FactSet; companies reports

Likely more relevant topics than sales and EBITDA trends.

- **State of the balance sheet** (together with cash flow trends and potential to raise cash via asset disposals). Investor focus is shifting away from sales and EBITA metrics, in our view, and turning to the state of the balance sheet and the level of maturities that MSOs face (leverage and timing of maturities varies widely); especially given the heightened risk of dilutive refinancing action for equity holders.
- **280E refunds:** Regardless of what happens with rescheduling, it remains unclear how the courts may opine on 280e (Boies Schiller case to be heard by SUCO?) or if the Trump IRS will provide direct 280e relief to the industry even without rescheduling. That said, with most MSOs taking a proactive stance re 280E, any commentary regarding refunds (checks received or expected) and the magnitude of reported ST and LT tax liabilities will matter.
- **Insider and institutional ownership.** Given historical lows for the cannabis group, it would be interesting to learn about any insider buying (13Ds) or of institutional ownership (13Gs). A large hedge fund recently disclosed it had increased its stake in Green Thumb between Sep'24 and Dec'24, and it had maintained its stake in Verano in the same period. See our [report](#).

- Pennsylvania exposure:** With PA rec potentially in the horizon, companies may want to remind investors of their operations there, performance, exposure to rec, and potential EBITDA torque. See [article from Marijuana Moment](#).
- Plans in hemp:** More THC cannabis companies are entering the hemp derivatives space, whether drinks, gummies, or other products. As they can ship across the country, and use their online platforms, this is a good way to build national brand awareness and to potential also develop a new revenue stream. But, so far, only few of the pubcos have entered hemp – more may follow.

Table 2: Companies mentioned in this report

Company name	Ticker	Ticker	Rating
US MSOs			
4Front Ventures		FFNTF	not rated
Ascend Wellness		AAWH	will cover
AYR Wellness		AYRWF	not rated
Cannabist		CCHWF	not rated
Cansortium		CNTMF	will cover
Cresco Labs		CRLBF	Overweight
Curaleaf Holdings		CURLF	will cover
GlassHouse Brands		GLASF	not rated
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	not rated
TILT Holdings		TLLTF	Neutral
Trulieve Cannabis		TCNNF	will cover
Verano Holdings		VRNOF	Overweight
Vext Science, Inc.		VEXTF	Overweight
Vireo Growth		VREOF	will cover
Finance (MJ) Companies			
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
Canada LPs		
Aurora Cannabis	ACB	Neutral
Auxly Cannabis Group	CBWTF	not rated
Avant Brands	AVTBF	will cover
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	will cover
Rubicon Organics	ROMJF	will cover
SNDL	SNDL	will cover
Tilray Brands	TLRY	Neutral
Village Farms Intl	VFF	Overweight
Other		
Agrify	AGFY	not rated
Cannapresso	TBD	not rated
Cantourage AG	HIGH:FF	not rated
Flora Growth	FLGC	will cover
Grow Generation	GRWG	not rated
Intercure	INCR	not rated
Ispire Technology	ISPR	will cover
Leafly	LFLY	not rated
LFTD Partners Inc.	LIFD	Overweight
Smoores International	SMORF	will cover
Springbig	SBIG	not rated
Urban-gro	UGRO	not rated
WM Technology	MAPS	Neutral

Source: Z&A



Appendix I: Valuation Comps

26 February 2025

US Cannabis: Thoughts Ahead of the 4Q Earnings Season

Exhibit 1: US MSOs - Valuation Multiples (consolidated multiples)

US\$Mn 26-Feb-25	Z&A Spot EV / Sales			Z&A Spot EV / EBITDA			NET DEBT RATIOS				Broadly Defined 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
US MSOs	1.4x	1.1x	0.9x	6.4x	5.3x	4.6x								
Ascend Wellness	1.1x	1.0x	1.0x	6.0x	5.1x	4.7x	-0.4x	-0.4x	-2.4x	-2.0x	-0.9x	-0.9x	-5.1x	-4.3x
Ayr Wellness	1.2x	1.2x	1.1x	5.3x	5.0x	4.7x	-0.9x	-0.8x	-3.7x	-3.4x	-1.1x	-1.1x	-4.9x	-4.6x
Cannabist Co	0.9x	0.9x	0.9x	6.8x	5.4x	4.8x	-0.6x	-0.6x	-4.5x	-3.6x	-0.8x	-0.8x	-6.4x	-5.1x
Cansortium	1.1x	na	na	3.7x	na	na	-0.5x	na	-1.9x	na	-0.9x	na	-3.1x	na
Cresco Labs	1.3x	1.3x	1.3x	4.6x	4.8x	4.8x	-0.5x	-0.5x	-1.8x	-1.9x	-0.8x	-0.8x	-2.7x	-2.9x
Curaleaf	1.7x	1.6x	1.5x	7.6x	6.4x	5.9x	-0.5x	-0.5x	-2.3x	-1.9x	-0.9x	-0.8x	-3.8x	-3.2x
4Front Ventures	1.9x	na	na	7.3x	na	na	-1.0x	na	-3.9x	na	-1.8x	na	-6.7x	na
Glass House	2.5x	3.1x	2.4x	7.9x	18.2x	11.0x	-0.1x	-0.1x	-0.3x	-0.7x	-0.2x	-0.3x	-0.8x	-1.7x
Gold Flora	1.0x	0.8x	0.7x	11.8x	7.7x	4.4x	-0.3x	-0.2x	-3.6x	-2.4x	-0.9x	-0.7x	-11.0x	-7.2x
Goodness Growth	1.9x	1.9x	na	-110.0x	7.9x	na	-0.5x	-0.5x	29.1x	-2.1x	-0.9x	-0.9x	51.1x	-3.7x
Green Thumb	1.6x	1.5x	1.4x	5.1x	5.1x	4.4x	-0.1x	-0.1x	-0.2x	-0.2x	-0.1x	-0.1x	-0.4x	-0.4x
Grown Rogue	3.2x	na	na	4.2x	na	na	0.2x	na	0.3x	na	0.0x	na	0.1x	na
IAntus	1.3x	na	na	9.5x	na	na	-1.0x	na	-7.3x	na	-1.0x	na	-7.5x	na
Jushi	1.5x	1.3x	1.2x	9.0x	6.5x	5.6x	-0.7x	-0.6x	-4.0x	-2.9x	-1.2x	-1.1x	-7.4x	-5.3x
MarlMed	0.9x	0.8x	0.7x	8.0x	4.6x	3.4x	-0.4x	-0.3x	-3.5x	-2.0x	-0.5x	-0.4x	-4.5x	-2.6x
Planet 13	0.9x	0.8x	0.7x	23.1x	9.7x	5.5x	0.1x	0.1x	3.7x	1.5x	-0.1x	-0.1x	-1.5x	-0.6x
Schwazze	1.1x	1.0x	na	4.6x	3.2x	na	-0.9x	-0.8x	-3.8x	-2.6x	-1.1x	-1.0x	-4.6x	-3.2x
TerrAscend	1.7x	1.6x	1.4x	9.2x	8.1x	5.8x	-0.6x	-0.6x	-3.1x	-2.8x	-1.0x	-1.0x	-5.7x	-5.0x
TILT	1.0x	1.0x	1.0x	-17.9x	88.4x	5.6x	-0.6x	-0.6x	9.9x	-49.0x	-1.0x	-1.0x	17.3x	-85.6x
Trulieve	1.3x	1.2x	1.2x	3.9x	3.7x	3.6x	-0.3x	-0.2x	-0.8x	-0.8x	-0.6x	-0.6x	-1.8x	-1.8x
Verano	1.1x	1.1x	1.0x	3.8x	3.6x	3.3x	-0.4x	-0.4x	-1.4x	-1.3x	-0.8x	-0.7x	-2.5x	-2.4x
Vext	1.7x	1.2x	1.0x	5.2x	3.9x	3.2x	-0.9x	-0.7x	-2.9x	-2.2x	-0.9x	-0.7x	-2.9x	-2.2x

1) Current is based on the latest reported qtr annualized (Sales and EBITDA); 2) We take FactSet consensus estimates for CY25e and CY26e multiples

Source: FactSet and company reports

26 February 2025

US Cannabis: Thoughts Ahead of the 4Q Earnings Season

Exhibit 2: US MSOs - EV Calculations

US\$Mn	Z&A	US\$	mn	mn	\$Mn	\$Mn	\$Mn	\$Mn	\$Mn	\$Mn	\$Mn	\$Mn
26-Feb-25	Spot EV	price	shares	deriv	Total	Financial	Net	Income	Conting	ITM deriv	Total	Pref Stock
					Mkt Cap	net debt	leases	tax liab.	Cons.	Inflow	BDND	Min Int
US MSOs												
Ascend Wellness	603	0.40	214.5	13.3	91	-241	-134	-137	0	0	-512	0
Ayr Wellness	566	0.37	116.2	3.4	44	-394	-5	-123	0	0	-522	0
Cannabist Co	406	0.05	472.7	8.2	26	-269	-26	-86	0	0	-380	0
Consortium	115	0.06	304.9	5.6	19	-59	-9	-29	0	0	-97	0
Cresco Labs	944	0.85	441.0	8.9	382	-365	-56	-130	-10	0	-561	0
CuraLeaf	2,276	1.33	743.8	11.2	1,004	-678	-24	-389	-56	0	-1,146	126
4Front Ventures	151	0.01	915.2	3.8	12	-81	-11	-42	-5	0	-139	0
Glass House	647	6.07	81.0	3.5	513	-25	0	-4	-32	0	-61	72
Gold Flora	132	0.03	287.7	0.1	9	-40	-34	-44	-4	0	-123	0
Goodness Growth	192	0.44	230.3	4.1	103	-51	-10	-29	0	0	-89	0
Green Thumb	1,829	6.91	236.2	9.3	1,695	-82	-28	-23	0	0	-133	0
Grown Rogue	84	0.60	143.5	0.0	86	5	-2	-2	0	0	1	0
IAntus	203	0.01	6,615.3	0.0	42	-157	-5	0	0	0	-161	0
Jushi	373	0.35	196.7	0.0	68	-165	-1	-139	0	0	-305	0
MarilMed	149	0.12	381.3	6.7	47	-66	-1	-17	0	0	-83	19
Planet 13	120	0.35	325.2	0.3	112	19	-7	-16	-5	0	-8	0
Schwazze	186	0.01	80.2	0.0	0	-151	-2	-33	0	0	-186	0
TerraAscend	504	0.54	355.8	3.1	194	-172	-5	-128	-4	0	-310	0
TILT	112	0.01	390.6	4.4	3	-62	-44	-2	0	0	-108	0
Trulieve	1,490	4.12	186.0	3.3	780	-300	-21	-384	-5	0	-710	0
Verano	979	0.90	356.9	8.6	328	-355	-6	-285	-4	0	-651	0
Vext	60	0.11	247.4	0.4	27	-33	0	0	0	0	-34	0

Source: FactSet and company reports

26 February 2025

US Cannabis: Thoughts Ahead of the 4Q Earnings Season

Exhibit 3: Canada LPs - Valuation Multiples (consolidated multiples)

Multiples 26-Feb-25	Z&A Spot EV / Sales			Z&A Spot EV / EBITDA			Financial Net Debt				Broadly Defined Net Debt			
							Sales		EBITDA		Sales		EBITDA	
	Current	2024	2025	Current	2024	2025	Current	CY24	Current	CY24	Current	CY24	Current	CY24
Aurora Cannabis	1.6x	1.6x	1.5x	6.1x	10.2x	7.7x	na	na	na	na	0.7x	0.4x	1.0x	0.0x
Auxly Cannabis Group	1.0x	na	na	1179.0x	na	na	-0.3x	na	-304.6x	na	0.2x	1.4x	-0.6x	0.0x
Avant Brads	0.8x	na	na	-16.5x	na	na	-0.1x	na	3.0x	na	0.2x	0.6x	2.5x	0.0x
Cannara Biotech	1.7x	na	na	42.2x	na	na	-0.5x	na	-11.6x	na	0.4x	0.7x	0.3x	0.0x
Canopy Growth	1.9x	2.1x	2.0x	-167.2x	-33.4x	157.6x	-0.7x	-0.7x	58.9x	11.8x	-0.3x	-0.6x	-0.6x	0.0x
Cronos Group	-2.7x	-2.9x	-2.4x	14.1x	10.6x	-401.5x	na	na	na	na	0.0x	-0.1x	-0.2x	0.0x
Decibel Cannabis	0.8x	0.9x	0.6x	15.5x	4.6x	3.3x	-0.3x	-0.4x	-6.5x	-1.9x	0.1x	0.2x	-0.4x	0.0x
High Tide	0.6x	0.6x	0.5x	31.8x	7.7x	8.7x	na	na	na	na	-0.3x	-0.1x	-0.6x	0.0x
Organigram Holdings	1.3x	1.3x	0.9x	-251.7x	241.3x	15.8x	na	na	na	na	-0.2x	-0.2x	-0.4x	0.0x
Rubicon Organics	0.5x	na	na	13.3x	na	na	0.0x	na	-0.9x	na	0.0x	0.2x	-0.1x	0.0x
SNDL	0.4x	0.4x	0.4x	-90.1x	275.3x	na	na	na	na	na	-0.1x	-0.2x	0.2x	0.0x
Tilray Brands	1.1x	1.0x	1.0x	25.9x	14.8x	10.8x	-0.1x	-0.1x	-1.5x	-0.8x	-0.3x	-0.4x	-0.5x	0.0x
Village Farms International	0.3x	0.3x	0.3x	4.1x	10.3x	4.4x	-0.1x	-0.1x	-0.9x	-2.2x	0.0x	-0.1x	-0.1x	0.0x

1) We take FactSet consensus estimates for CY24e and CY25e multiples; 2) By "current", we mean the latest reported qtr annualized

Source: FactSet and company reports

26 February 2025

US Cannabis: Thoughts Ahead of the 4Q Earnings Season

Exhibit 4: Canada LPs - EV Calculations

C\$Mn	Z&A	C\$	mn	mn	Total	Financial	Net	ST income	Conting	ITM deriv	Total	Pref Stock
26-Feb-25	Spot EV	price	shares	deriv	Mkt Cap	net debt	leases	tax liab.	Cons.	inflow	BDND	Min Int
Aurora Cannabis	565	9.33	54.9	1.2	523	51	-43	0	-10	0	-2	39
Auxly Cannabis Group	138	0.06	1,285.7	133.4	86	-36	-14	0	-2	0	-52	0
Avant Brads	27	1.30	10.5	0.3	14	-5	-8	0	0	0	-13	0
Cannara Biotech	156	1.24	90.0	0.0	112	-43	0	-1	0	0	-44	0
Canopy Growth	580	2.15	173.4	1.4	376	-204	0	0	0	0	-204	0
Cronos Group	-501	2.70	268.5	0.0	724	1,227	-2	0	0	0	1,226	0
Decibel Cannabis	80	0.08	576.7	16.3	47	-34	0	0	0	0	-33	0
High Tide	291	3.65	80.7	0.7	297	8	-2	0	0	0	6	0
Organigram Holdings	222	1.69	126.2	5.5	223	36	0	0	0	0	36	35
Rubicon Organics	26	0.39	56.5	5.5	24	-2	0	0	0	0	-2	0
SNDL	406	2.34	265.4	14.7	654	287	-39	0	0	0	248	0
Tilray Brands	1,332	1.17	937.7	26.1	1,131	-75	-68	0	-21	0	-165	36
Village Farms International	124	1.04	78.5	0.0	81	-26	-1	0	0	0	-26	15

Source: FactSet and company reports

26 February 2025

US Cannabis: Thoughts Ahead of the 4Q Earnings Season

Exhibit 5: Stock Performance

26-Feb-25 Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
US MSOs			
Ascend	8%	-2%	-72%
Ayr	-20%	-48%	-84%
Cannabist	-12%	-52%	-85%
Consortium	-17%	-35%	-69%
Cresco	-11%	-31%	-55%
Curaleaf	2%	-34%	-74%
4Front	10%	-50%	-85%
GlassHouse	0%	-15%	-9%
Gold Flora	-71%	-21%	-90%
Vireo Growth	-15%	29%	6%
Grown Rogue	-2%	-11%	18%
Green Thumb	-6%	-27%	-49%
Ianthus	-3%	37%	-69%
Jushi	7%	0%	-54%
MarlMed	0%	-19%	-57%
Planet13	-4%	-15%	-52%
Schwazze	-86%	-95%	-100%
StateHouse	na	na	-68%
Trulieve	-18%	-33%	-59%
TerrAscend	-2%	-35%	-69%
Vext	-10%	-17%	-52%
Verano	-28%	-39%	-85%
Cannabis ETFs			
MSOS ETF	-10%	-32%	-65%
YOLO ETF	-9%	-21%	-42%

Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
Canadian LPs			
Aurora	69%	44%	103%
Avant	16%	137%	-61%
Auxly	23%	55%	246%
Cannara	45%	72%	28%
Canopy	-32%	-61%	-56%
Cronos	0%	-9%	-15%
Decibel	9%	23%	-38%
Entourage	-34%	-10%	-57%
High Tide	-14%	-10%	43%
OGI	-25%	-21%	-42%
Rubicon	1%	17%	-13%
SNDL	-6%	-16%	21%
Tilray	-28%	-40%	-53%
VFF	-3%	-9%	-7%
CBD			
CVSI	-17%	-17%	-4%
CWEB	-11%	-18%	-27%
LFID	30%	30%	-73%
International			
InterCure	-7%	-17%	-4%
PharmaCielo	-32%	13%	206%
Simple Group Averages			
Large Canada LPs	-4%	-19%	-8%
Tier 1 MSOs	-12%	-33%	-65%

Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
MJ Fincos			
AFCG	4%	-13%	-25%
IIIPR	8%	-33%	-18%
NLCF	-5%	-16%	-1%
SHFS	-7%	-19%	-64%
LIEN	10%	-5%	18%
REFI	5%	0%	0%
Tech			
LFLY	-28%	-85%	-94%
SBIG	21%	13%	-35%
MAPS	0%	8%	44%
Vape parts			
GNLN	-54%	-62%	-87%
ISPR	-1%	-28%	-56%
SMORF	0%	-8%	89%
TLLTF	14%	26%	-79%
Pix & Shovel			
AGFY	-4%	-63%	143%
GRWG	-17%	-37%	-40%
HYFM	-15%	-34%	-38%
SMG	-18%	-20%	3%
UGRO	-12%	-48%	-69%
Market Indexes			
S&P 500	-2%	0%	18%
S&P 477	7%	2%	16%
Nasdaq	-1%	-3%	43%

Source: FactSet



Appendix II: Bio and Disclaimers



Analyst Bio

Pablo Zuanic is a well-known and highly rated equity analyst following the broader cannabinoids (THC cannabis, hemp derivatives, CBD) and consumer sectors. Over the past six years he has launched coverage of over 40 companies in the US, Canada, and overseas; plant-touching as well as service providers (tech; finance); and has also worked with several private companies. He follows closely the reform process in the US, Canada, Germany, Australia, and elsewhere, and relies on a fundamental and data-driven approach to keep track of sectoral trends. His firm Zuanic & Associates publishes equity research, both from a macro/sectoral level in a thematic manner, as well as on listed stocks. The research service is aimed at institutional investors, corporations, and regulators. The firm is also available for short-term consulting and research advisory projects. Approaching the third year since its inception, the firm has collaborated with over 25 companies (in North America and overseas; plant touching and service providers; public and private), both on an on-going basis as well for specific projects. At various points in his career, Pablo Zuanic was ranked in the Institutional Investor magazine surveys and was called as expert witness in industry investigations. He has a deep global background having covered stocks over the past 20 years in the US, Europe, Latin America, and Asia, across consumer sub sectors. Prior employers include JP Morgan, Barings, and Cantor Fitzgerald. An MBA graduate of Harvard Business School, he started his career as a management consultant, which brings a strategic mindset to his approach to equity research. *He can be contacted via the company's portal www.zuanicassociates.com; via email at pablo.zuanic@zuanicgroup.com; or via X @420Odysseus.*



Disclosures and Disclaimers

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