

4/1/2024

Florida Rec Valuation Upside

Cannabis Sector Equity Research



Supposedly, by 4pm ET on 4/1/24, the Florida Supreme Court will announce its decision whether voters can approve rec sales in the state via the ballot box this coming November. We publish this note, ten hours ahead of that decision.

Pablo Zuanic

ZUANIC & ASSOCIATES

pablo.zuanic@zuanicgroup.com

420Odysseus; www.zuanicassociates.com



Summary

Supposedly, by 4pm ET on 4/1/24, the Florida Supreme Court will announce its decision whether voters can approve rec sales in the state via the ballot box this coming November. We publish this note, ten hours ahead of that decision.

- If FL goes rec and the total cannabis market triples to \$6Bn in sales, we calculate the value creation (EBITDA ramp valued at 8x vs. market cap) would be near 600% for Consortium (i.e., 7x its current market cap), over 400% for AYR, >180% for iAnthus, >160% for SNDL (assuming equitization of Parallel debt), ~150% for Trulieve, and >120% for Planet 13 (on pending VidaCann deal).
- There are 20 licensees with stores open in FL at present, of which nine are public (11 if counting Surterra and VidaCann). As per our math, the upside for the other MSOs in FL would be: Cannabist +65%; Cresco and Verano +40%; Curaleaf 27%; Green Thumb 5%.
- Relative to EV, the largest beneficiaries would be Consortium at +261% and SNDL at +235% (AYR has higher debt). All these upside metrics assume market shares remain unchanged (a big if, given not all players may be able to expand as quickly).
- Of course, a lot must happen first for the above to materialize: FL Supreme Court must allow rec in the Nov ballot (supposedly we will get a decision by 4pm ET on 4/1/24); then 60% of voters must approve rec on 11/5/24; and then a rec program and rules must be enacted (not very different from the current one? rec sales by 7/1/25?).
- More so than other states, we expect FL to be a key catalyst of industry consolidation (especially if it remains vertical and more license-restricted than other major markets). Moreover, with “only” 627 stores, FL is not as dense as other rec markets (28 stores per 1mn people vs. MA 68, MI 97, CA/MO 33, not counting outliers like CO/OR/NM/OK), so we expect a rush to add stores (barring any zoning restrictions and or statewide caps) and expand cultivation. Given limited access to capital, some incumbents could maximize value by selling now rather than getting diluted over time, in our view.
- Yes, we expect FL M&A to ramp (access to capital may hamper the ability of some to ramp cultivation and add stores...?). There are sizeable private operators (Green Dragon has 37 stores; Sanctuary 23); could MSOs like iAnthus and Cannabist divest their FL assets? Consortium (34 stores) could be an attractive target. On the buyer side, an MSO like Green Thumb (14 stores) will need to weight organic expansion in Florida (slow) vs. M&A. Even though Curaleaf has one of the largest networks in FL, we see them buying also. MSOs not in FL may also want in...: TerrAscend/Canopy Growth? And others?
- Service providers, such as those in the tech space (MAPS) as well as in the finance space (NLCP, REFI, among others), should all benefit from the expansion opportunities in FL, if the state flips rec.

Calculating the Valuation Upside

Besides the hurdles discussed before rec sales begin (SUCO, ballot, program details), we need to make assumptions about the future market size, market shares, and profit margins, and then determine the potential valuation upside.

Table 1: Valuation Upside from FL Going Rec

		Annualized company		1Q24 % share of			EBITDA "Torque"			taking EBITDA delta at 8x			
		Sales	EBITDA	Stores	Flower	Extracts	% avg	if mkt \$6Bn	30% mgn	mkt cap	value upside	EV	value upside
							Share	Sales	EBITDA				
AYR	public	459	119	10.2%	5.6%	13.7%	9.6%	385	116	216	428%	705	131%
Cannabist	public	513	50	2.3%	1.1%	1.0%	1.0%	42	12	154	65%	494	20%
Cansortium	public	101	35	5.5%	3.3%	4.6%	3.9%	158	47	64	592%	145	261%
Cookies FL	private	na	na	0.9%	0.5%	0.4%	0.4%	18	5	na	na	na	na
Cresco	public	753	219	5.3%	5.0%	2.8%	3.9%	155	46	921	40%	1,507	25%
Curaleaf	public	1,381	300	9.9%	10.2%	12.6%	11.4%	455	136	4,016	27%	5,251	21%
Goldflower	private	na	na	0.2%	0.2%	0.2%	0.2%	8	2	na	na	na	na
Green Dragon	private	na	na	6.0%	1.3%	1.0%	1.2%	46	14	na	na	na	na
Green Thumb	public	1,113	363	2.3%	2.2%	1.5%	1.8%	74	22	3,545	5%	3,732	5%
House of Platinum	private	na	na	0.6%	0.2%	0.1%	0.2%	7	2	na	na	na	na
iAnthus	public	172	19	2.9%	2.5%	2.2%	2.4%	94	28	124	182%	279	81%
INSA	private	na	na	1.5%	0.8%	0.4%	0.6%	23	7	na	na	na	na
Jungle Boys	private	na	na	1.3%	2.4%	0.6%	1.5%	62	19	na	na	na	na
Sanctuary	private	na	na	3.7%	3.4%	1.5%	2.4%	97	29	na	na	na	na
Sunburn	private	na	na	1.8%	1.9%	2.3%	2.1%	85	26	na	na	na	na
Surterra (SNDL)	private	735	10	7.2%	6.7%	9.5%	8.1%	324	97	475	164%	332	235%
The Flowery	private	na	na	1.1%	2.0%	1.7%	1.9%	75	22	na	na	na	na
Trulieve	public	1,132	290	21.2%	38.8%	32.7%	35.7%	1,430	429	2,347	146%	2,986	115%
Verano	public	949	294	11.9%	8.7%	8.7%	8.7%	348	104	2,098	40%	2,625	32%
VidaCann (PLNH)	public	92	5	4.2%	3.0%	1.9%	2.5%	99	30	195	122%	178	133%

Notes: 1) Sales and EBITDA annualized based on latest reported qtr; 2) 1Q24 share averages based on OMMU weekly updates through 3/29/24; 3) EBITDA torque assumes 30% EBITDA margins on the market size growth delta of \$4Bn (assuming a market size of \$6Bn), taking blended flower/extracts volume share; 4) Value creation assumes 8x the incremental estimated EBITDA

Source: OMMU; company reports; Z&A calculations

Re these metrics,

- **Market size:** For simplicity's sake, we assume a total market size of \$6Bn (3x the current med market). As we explained in our [8/16/23 report](#), med to rec transitions vary, but a lot is made of FL's 130mn tourists. But we note CA has 268mn tourists, and the market there has underachieved (in \$ per cap spend). Also, FL is quite a developed med market (\$95 med per cap). Still, here we take the conventional wisdom narrative of \$6Bn.
- **Market share:** OMMU provides store count by operator, as well as volume sales of flower (flower, pre-rolls) and extracts (vape edibles, other). As we show in the next section, store performance varies widely (Trulieve sold 3.3x the amount of flower per store compared



with Consortium), so we do not take share of stores to project future sales. We take the simple average of the flo and non-flo share per operator, even though these can vary across formats (AYR flo share is 5.6% vs. 13.7% in extracts, while at Verano these are both 8.7%). In this analysis we assume status quo, but of course more licensing could result in increased competition (the # of medical licenses is doubling). Still, it takes new operators 2-3 years to be up and running, if starting from scratch. So, incumbents will have a clear advantage.

- Calculating the EBITDA ramp and value creation: On the additional sales ramp (the market size goes up by \$4Bn, as per our base case of a future \$6Bn market) we apply 30% EBITDA margin (for the EBITDA ramp) and take an 8x EV/EBITDA multiple on that to determine the value creation. For each public company in FL, we then compare that number vs. their market cap and EV (see table below). For VidaCann we use the proforma market cap and EV of PLNH, and for Surterra we use SNDL's as the latter is in the process of equitizing debt owed by Surterra's parent company (Parallel) for assets (inc. FL assets).

FL Market Update

According to Headset, FL \$ cannabis sales in CY23 reached \$1.86Bn, up 9% yoy. If we cross that with OMMU volumes, that would imply price/mix was a drag of ~20% in 2023. Still, while we see yoy volume growth deceleration in 1Q24 (as per OMMU), price/mix apparently is no longer an issue.

- Flower volumes in 1Q24, were up 12% yoy (+3% qoq), pointing to deceleration vs. +20% yoy growth in 4Q23 and ~30% growth for all of CY23. Non-flow volumes decelerated less, growing 17% yoy in 1Q24 (-3% qoq), vs. +22% yoy growth in 4Q23 and ~25% growth for all CY23.
- The Headset data (out for Jan and Feb) point to 11% \$ sales growth yoy when comparing daily average sales in Jan-Feb 2024 with Jan-Mar 2023 (and flat seq). If we cross this data with OMMU volumes, that would mean prices have stabilized and are no longer a source of deflation in yoy terms (sure, ahead of rec with most operators adding more stores, we would expect promotions to ramp).

Note: Verano is the only company to disclose \$ sales in FL for 2023 (\$222Mn). Taking the Headset CY23 market size, that would imply Verano had 12.0% \$ share. That would be above the implied Verano flower volume share for CY23 of 8.4% and non-flo volume share of 10.9%. We understand BDS Analytics estimates the market size for FL to be higher than the Headset estimate. On the other hand, Verano has said it carries average higher prices than FL peers, so that may also explain the \$ share being above the vol share. We assume it may be a both of both (Headset underestimates the FL market size, and Verano does have higher average prices per store).



Current Operator Presence, Market Share, and Store productivity

Regarding the current landscape,

- During 1Q24, Trulieve was #1 in flower volume share with 39%, followed by Curaleaf with 10%, Verano 9%, Surterra 7%, AYR 6%, and Cresco 5%. The other 24% flo vol share was spread among 14 operators (of this group, the “top” with ~3% each were Consortium, iAnthus, Sanctuary, and Vida Cann).
- In terms of extracts, during 1Q24, Trulieve was #1 in non-flo volume share with 33%, followed by AYR with 14%, Curaleaf 13%, Surterra 9%, Verano 8%, and Consortium 5%. The other 18% non-flo vol share was spread among 14 operators (of this group, the “top” were Cresco with 3%, iAnthus 2%, The Flowery 2%, and VidaCann 2%).
- Store count gets a lot of attention, but productivity varies widely. For example, in 1Q24, Trulieve had 21% share of all stores (taking the average of the weekly numbers), but it had 39% flower share and 33% non-flo share.

Volume growth (as per the weekly OMMU reports). Flower volumes for the entire FL market grew by 38% between 1Q22 and 1Q24, and extracts grew by 42%. Of the companies mentioned above,

In flower,

- Those growing above the 2-year average in flower: VidaCann +267%, Cresco 157%, AYR +79%, Verano +51%. *Comment: As the next table shows, Verano’s volumes have been steady now for six quarters, and AYR’s are down 30% since its 2Q23 peak . On the other hand, VidaCann volumes doubled between 4Q23 and 4Q22, and 1Q24 volumes were up 73% qoq in 1Q24.*
- Growing in line: Consortium 42%, Surterra 38%. *Comment: The Surterra store count has not changed, but volumes in 1Q24 were up 50% compared with 4Q22, while Consortium was pretty flat in that time.*
- Those growing below: Trulieve +9%, Curaleaf -1%, iAnthus down 26%. *Comment: In 1Q24, Curaleaf was down 12% since its 2Q22 peak, while Trulieve was down 5% vs. its 2Q23 peak (we realize seasonality and 4/20 promotions may distort these comparisons).*

In non-flower,

- Those growing above the 2-year average: Cresco +216%, Consortium +76%, AYR +71%.
- Growing in line: Curaleaf 44%, Surterra 34%.
- Those growing below: VidaCann +24%, Trulieve +16%, Verano +11%, iAnthus -8%.



In the analysis above, we do not discuss MSOs like Cannabist or Green Thumb given their small market share in FL at present. That said, Green Thumb flo volumes between 1Q24 and 1Q22 were up 59% and non-flo +312%, while at Cannabist flo volumes fell 26% and non-flo -15%, during the same period.

Table 2: Flower Volumes by Operator

	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Flower volume (000 oz)																	
AYR	31	36	32	18	32	34	46	47	44	51	72	99	108	114	111	77	79
Cannabist	5	6	6	11	13	19	17	26	21	22	20	22	23	21	24	23	15
Cansortium	11	14	17	16	14	16	17	23	32	36	36	44	40	51	57	54	46
Cookies FL													3	5	8	6	8
Cresco		1	9	17	17	23	20	28	27	28	26	23	25	39	38	51	70
Curaleaf	24	32	34	44	63	97	128	126	144	161	153	134	144	145	154	158	142
Goldflower													3	3	4	2	3
Green Dragon							0	-	1	1	3	4	5	11	11	17	18
Green Thumb	5	7	14	13	12	15	16	19	20	17	17	17	19	19	20	23	31
House of Platinum									2	2	4	4	4	3	3	4	3
iAnthus	11	20	34	41	53	52	52	55	48	49	47	44	48	50	51	43	35
INSA													5	13	14	13	11
Jungle Boys													16	38	38	40	34
Sanctuary									6	8	12	20	30	29	31	40	47
Sunburn	3	3	3	6	7	8	7	11	9	7	5	9	10	16	22	31	27
Surterra	27	48	57	56	72	73	63	68	68	57	70	63	72	65	76	95	94
The Flowery													10	20	24	27	28
Trulieve	172	250	294	356	376	433	513	488	499	485	477	538	523	571	520	519	543
Verano	25	29	42	51	49	70	69	82	80	83	86	110	134	143	136	154	121
VidaCann	4	6	11	10	14	14	13	10	12	13	17	13	17	23	24	25	42
Total	325	457	558	640	725	859	964	989	1,015	1,024	1,057	1,174	1,252	1,382	1,365	1,405	1,398

Note: Trulieve shown proforma (inc. Harvest). Source: OMMU; company reports; Z&A calculations

Table 3: Non-Flower Volumes by Operator

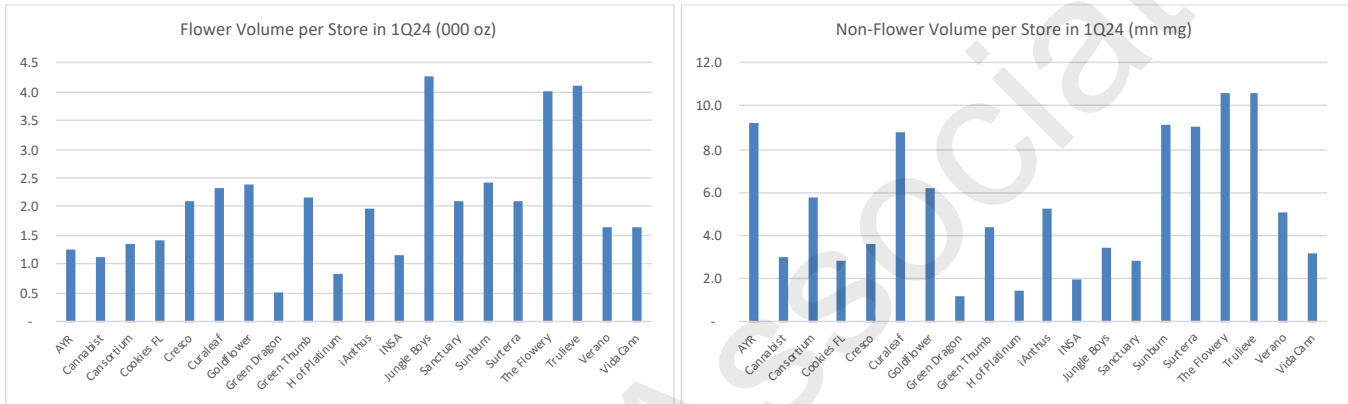
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Extract volume (mn mg)																	
AYR	63	74	85	83	131	167	176	235	342	355	404	435	535	563	627	532	586
Cannabist	2	2	5	16	31	50	50	55	49	53	51	65	55	46	40	45	42
Cansortium	57	71	77	72	75	81	73	74	112	132	152	155	179	175	176	167	198
Cookies FL													3	4	6	12	15
Cresco		2	12	17	22	28	33	30	37	42	43	48	50	59	71	95	118
Curaleaf	126	117	167	178	196	297	348	332	376	471	522	489	477	481	513	548	540
Goldflower													0	1	4	5	8
Green Dragon											3	17	30	48	38	46	43
Green Thumb	11	10	12	15	14	16	15	16	15	25	17	19	16	25	24	40	63
House of Platinum										3	10	8	6	7	4	5	6
iAnthus	41	46	46	84	98	111	84	94	102	104	90	69	60	62	65	82	94
INSA													8	19	21	19	18
Jungle Boys													12	24	26	30	27
Sanctuary										8	10	28	42	43	55	68	64
Sunburn	19	11	13	17	18	22	17	17	18	17	9	10	25	51	73	94	101
Surterra	129	158	156	199	270	326	279	315	305	316	293	322	334	366	337	386	407
The Flowery													34	54	64	75	74
Trulieve	591	735	844	903	1,066	1,108	1,137	1,172	1,208	1,303	1,196	1,310	1,337	1,612	1,636	1,516	1,401
Verano	109	126	193	191	239	287	303	343	336	343	341	403	381	388	354	414	374
VidaCann	40	42	36	31	46	51	57	68	65	62	62	63	59	66	71	73	81
Total	1,192	1,405	1,648	1,805	2,202	2,541	2,572	2,755	3,027	3,233	3,237	3,500	3,678	4,078	4,194	4,262	4,289

Note: Trulieve shown proforma (inc. Harvest). Source: OMMU; company reports; Z&A calculations



Store productivity (as per the weekly OMMU reports). Between 1Q22 and 1Q24, the average number of stores grew from 404 to 621 (627 at quarter end), or up 54%. Store growth was above the market growth in flo volumes (+38%) and well as non-flo (+42%). The industry’s average flower volume sold per store per qtr declined from 2.51 to 2.25 (000 oz per store per qtr) between 1Q22 and 1Q24 for flower, and from 7.49 to 6.91 (mn mg) for non-flo per store per in the same period. While down, we do not see this as a sign of saturation, especially if we keep in mind the market growth with the (potential) advent of rec sales.

Table 4: Volumes Sold per Store in 1Q24 by Operator



Source: OMMU; company reports; Z&A calculations

Below we discuss store productivity for those operators with 20 stores or more as per the latest UMMO report,

- **Trulieve** (134 stores): Flower vol per store of 4.12 (000 oz per qtr) is well above the peer group average of 1.75 (2.4x), and it is also above for non-flo (10.63 vs. 5.91). Only newcomers like Jungle Boys (8 stores only) and The Flowery (7) are in the flo/store level of Trulieve, but they have much less stores. In non-flo, several companies are near the vol/store level of Trulieve (in order): Flowery, AYR, Sunburn, Surterra, Curaleaf (all based on 1Q24 data).
- **Verano** (74): It lags Trulieve by a significant margin, with flo vol per store of 1.64 in 1Q24 (in line with VidaCann) and 5.05 in non-flo. Based on company disclosure (\$59.7Mn sales in FL for 4Q23), we calculate the company’s stores yielded \$3.3Mn in annualized sales per store in 4Q23. Verano says it has a more premium portfolio (i.e., higher quality and average prices), but even adjusting for that, this would mean Trulieve stores yield \$7.5-8.0Mn per annum.
- **AYR** (63): The company lags in flo vol/store (1.24) but it is towards the top in non-flo (9.3). We understand the latter is explained by more aggressive pricing, and the former by more limited cultivation capacity. Indeed, while non-flo vol per store has been stable since 1Q23 at 9.3, flower volume has dropped from 1.88 to 1.24. AYR has been aggressively increasing the store count, up almost 50% since 4Q22.



- Curaleaf (61): The store count is up 38% since 1Q22. Flo vol per store in 1Q24 of 2.32 is in line with the industry average but well below Trulieve's 4.12 (i.e., Trulieve sells 1.8x the amount of flower per store vs. Curaleaf). Curaleaf's flo/vol per store in 1Q24 was 30% below the 1Q22 level of 3.27. In non-flo, Curaleaf is at 8.8 per store.
- Surterra (45): The store count has been stable, but new capacity has been coming through for the company. Flo vol per store in 1Q24 of 2.09 was up 31% yoy (although half of the Trulieve level). Non-flo vol per store of 9 was 22% up yoy (only 15% below the Trulieve per store level).
- Green Dragon (37): This a newcomer aggressively expanding its store network. But sales per store lag industry peers by a wide margin. In 1Q24, flo vol per store was 0.49 and non-flo was 3.4.
- Cansortium (35): Flo vol per store of 1.34 in 1Q24 was up 12% vs. 1Q22, and non-flo vol per store of 5.8 was up 38% in the same period. During that 24mo period, the company increased the store count by 26%. So, although it lags the industry average (especially in flower), store productivity has improved.
- Cresco (33): Since mid-2022, Cresco has more than doubled the store count in FL, and during that time it has improved store productivity, even though it still lags state averages (including Trulieve in the average), especially in non-flo. Flo vol per store of 2.11 (1Q24) is above the state average ex Trulieve of 1.75, but non-flo vol per store of 3.6 is below (5.91 ex Trulieve).
- VidaCann (26): The store count has remained mostly unchanged for the past two years. Although, rev/store lags the industry average, the OMMU data shows progress. Flo vol per store has increased from 0.47 in 1Q22 to 0.94 in 4Q23 to 1.63 in 1Q24 (we realize this could be a case of liquidating inventory ahead of closing the deal with PLNH). Non-flo vol per store has gone from 2.5 in 1Q22 to 2.8 in 4Q34 to 3.1 in 1Q24.
- Sanctuary (23): The company only began operations in early 2022 and has more than doubled the store count since late 2022. Flo vol per store of 2.08 is above the FL industry average ex Trulieve (1.75), but it lags in non-flo vol per store (2.8 vs. 5.91).

Other operators include: iAnthus (GrowHealthy) with 18 stores (unchanged since late 2021), Green Thumb with 15 (doubled since late 2022); Cannabist 14 (unchanged since late 2020), and Sunburn 11 (acquired the MedMen stores, and has been expanding). Companies with less than two years of operations: INSA 10 stores; Jungle Boys 8; The Flowery 7; Cookies 7; House of Platinum 4; and Goldflower 2.



Store Density in Key Counties

As we mentioned before, with “only” 627 cannabis dispensaries, Florida is not as dense as other rec markets (*). At the end of 1Q24, FL had 28 dispensaries per 1mn people compared with 33 in CA/MO, 68 in MA, 97 in MI, and well below outliers like CO (188), OR (196), NM (310), and OK (603). That said, store density varies widely across counties, ranging from only 2.5 stores per 1mn people in Collier to 54 in Pinellas (taking the 28 largest counties).

- There are 67 counties in FL, and 28 account for 90% of the population (the top 5 being Miami-Dade, Broward, Palm Beach, Hillsborough, and Orange). Store density in the five largest counties, respectively, is 15, 14, 31, 31, and 25.
- Regarding the remaining 10% of the populations (39 counties), 23 counties had zero dispensaries, and eight had 1-2 dispensaries only.
- Store density varies among the border counties too (these stores with rec will benefit from out of state traffic). From west to east: Escambia 16 stores (equivalent to 48 per 1mn local population), Santa Rosa 2 (10), Okaloosa 11 (50), Walton 2 (25), Holmes 0, Jackson 2 (40), Gadsden 0, Leon 16 (52), Jefferson 0, Madison 1 (53), Hamilton 0, Columbia 4 (55), Baker 0, and Nassau 2 (21).

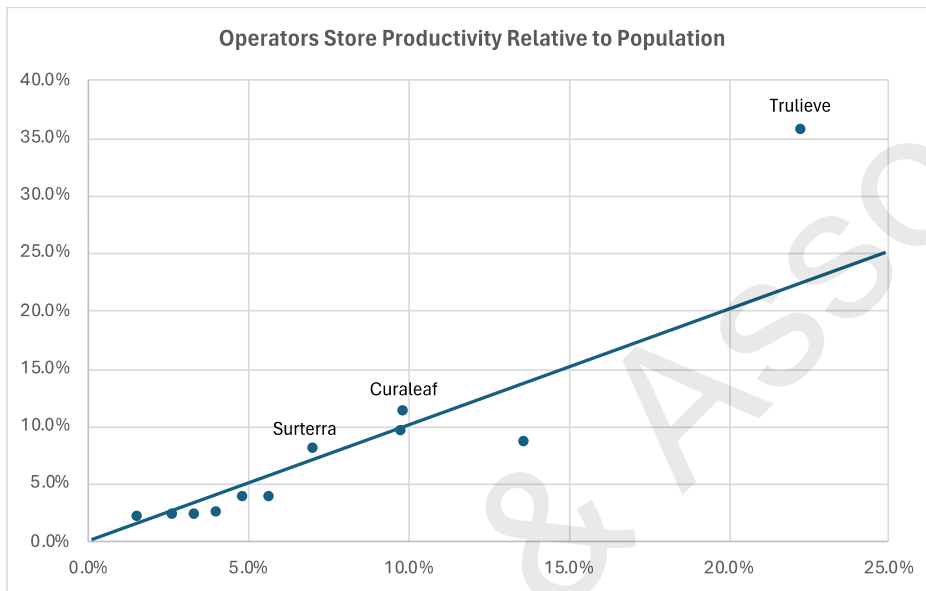
Operator penetration by county. Focusing on the five largest chains,

- At last count, Trulieve accounted for 21% of total dispensaries in FL (as per OMMU). But its penetration varies by county. Regarding the top 5 counties, the Trulieve store share was 17% in Miami-Dade, 21% in Broward, 17% in Palm Beach, 21% in Hillsborough, and 11% in Orange. Among the 28 largest counties, Trulieve had 100% store share in the county of Osceola; its lowest share was in Marion (6%).
- Verano (12% store share): 7% in Miami-Dade, 11% in Broward, 8% in Palm Beach, 15% in Hillsborough, and 11% in Orange. Among the 28 largest counties, it had its highest share in Collier (100%) and lowest in Osceola (0%).
- AYR (10% store share): 10% in Miami-Dade, 7% in Broward, 8% in Palm Beach, 6% in Hillsborough, and 16% in Orange. Among the 28 largest counties, it had its highest share in St Johns (25%) and lowest in Osceola and Collier (0%).
- Curaleaf (10% store share): 15% in Miami-Dade, 11% in Broward, 13% in Palm Beach, 17% in Hillsborough, and 11% in Orange. Among the 28 largest counties, it had its highest share in Manatee (25%) and lowest in Pasco, Osceola, Collier, St Johns, and Okaloosa (0% in all).
- Surterra (7% store share): 7% in Miami-Dade, 7% in Broward, 8% in Palm Beach, 6% in Hillsborough, and 5% in Orange. Among the 28 largest counties, it had its highest share in Manatee (25%) and lowest in Osceola, Collier, St Johns, and Charlotte (0% in all).
- Note: *Our detailed back-up databases are available upon request to our paying clients.*



Share of population based on store count and density. If we divide the population of each county by the number of dispensaries in the said county, and multiple that by the number of stores owned by each operator, we can garner what we call “weighted population share”. In other words, this metric helps gauge how well a company’s stores are located relative to population size by county. The leaders as per this metric (share) are: Trulieve 22.3%, Verano 13.7%, Curaleaf 9.9%, AYR 9.8%, Surterra 7.1%, Consortium 5.7%, Cresco 4.9%, Green Dragon 4.7%, and VidaCann 4.0%. The XY chart below compares this weighted population share with blended volume share (as per Table 1), leaving out companies with less than 2% blended volume share.

Table 5: Comparing Blended Vol Share % with “Weighted Population Share”



Note: x axis is “weighted population share” and y axis is blended volume share

Source: State of Florida data; OMMU; company reports; Z&A calculations

(*) Note: The analysis in this section is based on 631 stores, based on what each company discloses in their respective website. As per OMMU, there were 627 stores as of 3/28/24, but here we use 631. AYR discloses 64 at last count vs. 63 in the latest OMMU report; Curaleaf 62 vs. 61; Verano 76 vs. 74.

Table 6: Stocks mentioned in this report

Company name	Ticker	Ticker	Rating	Company name	Ticker	Rating
US MSOs				Canada LPs		
4Front Ventures		FFNTF	Not rated	Aurora Cannabis	ACB	not rated
Acreage Holdings		ACRDF	Not rated	Auxly Cannabis Group	CBWTF	not rated
Ascend Wellness		AAWH	Not rated	Avant Brands	AVTBF	not rated
AYR Wellness		AYRWF	Not rated	BZAM	BZAMF	not rated
Columbia Care		CCHWF	Not rated	Cannara Biotech	LOVFF	not rated
Cresco Labs		CRLBF	Not rated	Canopy Growth Corporation	CGC	not rated
Curaleaf Holdings		CURLF	Not rated	Cronos Group	CRON	not rated
GlassHouse Brands		GLASF	Not rated	Decibel Cannabis Co	DBCCF	Overweight
Gold Flora		GRAM	Overweight	Organigram Holdings	OGI	not rated
Greenlane Holdings		GNLN	Not rated	Rubicon Organics	ROMJF	not rated
Green Thumb Industries		GTBIF	Overweight	SNDL	SNDL	not rated
Grown Rogue		GRUSF	Not rated	Tilray Brands	TLRY	not rated
Jushi Holdings		JUSHF	Overweight	Village Farms Intl	VFF	Overweight
MariMed		MRMD	Overweight	Other		
Planet 13 Holdings		PLNHF	Overweight	Chicago Atlantic REFC	REFI	Overweight
Schwazze		SHWZ	Not rated	Intercure	INCR	Not rated
StateHouse Holdings Inc		STHZF	Neutral	Irwin Naturals	IWINF	Not rated
TerrAscend		TSNDF	Not rated	Leafly	LFLY	Not rated
Tilt Holdings		TLLTF	Overweight	New Lake Capital Partners	NLCP	Overweight
Trulieve Cannabis		TCNNF	Not rated	Smoore International	SMORF	Not rated
Verano Holdings		VRNOF	Overweight	Springbig	SBIG	Not rated
Vext Science, Inc.		VEXTF	Not rated	WM Technology	MAPS	Neutral

Source: Z&A ratings



Appendix I: Valuation Comps

Zuanic & Associates

Exhibit 1: Valuation Multiples Comps – US MSOs

US\$Mn 31-Mar-24	Z&A Spot EV / Sales			Z&A Spot EV / EBITDA			Financial Net Debt				Broadly Defined Net Debt				
	2023	2024	2025	2023	2024	2025	Sales		EBITDA		Sales		EBITDA		
							CY24	Current	CY24	Current	CY24	Current	CY24	Current	
US MSOs	2.0x	1.8x	1.8x	11.6x	9.2x	7.9x									
Acreage Holdings	0.3x	1.2x	na	2.9x	6.0x	na	-0.8x	-0.9x	-4.2x	-8.1x	-1.0x	-1.1x	-4.9x	-9.5x	
Ascend Wellness	1.4x	1.3x	1.2x	6.8x	5.8x	5.1x	-0.4x	-0.4x	-2.0x	-2.1x	-0.8x	-0.8x	-3.5x	-3.7x	
Ayr Wellness	1.5x	1.4x	1.3x	6.2x	5.6x	4.8x	-0.8x	-0.9x	-3.3x	-3.7x	-1.0x	-1.1x	-3.9x	-4.3x	
Cannabist Co	1.0x	0.9x	0.9x	7.1x	6.0x	4.9x	-0.5x	-0.5x	-3.3x	-3.3x	-0.6x	-0.7x	-4.1x	-4.2x	
Cansortium	1.4x	na	na	4.1x	na	na	na	na	na	na	na	na	na	na	
Cresco Labs	2.0x	2.0x	1.9x	8.7x	7.7x	7.4x	-0.6x	-0.5x	-2.1x	-2.1x	-0.8x	-0.8x	-3.0x	-3.0x	
Curaleaf	3.9x	3.7x	3.5x	17.2x	15.0x	13.1x	-0.5x	-0.5x	-1.9x	-3.2x	-0.8x	-0.8x	-3.2x	-5.3x	
4Front Ventures	1.8x	1.6x	na	16.5x	7.9x	na	-0.7x	-1.0x	-3.5x	-6.9x	-1.1x	-1.5x	-5.3x	-10.3x	
Glass House	4.8x	3.7x	na	31.7x	15.8x	na	-0.1x	na	-0.5x	na	-0.4x	-0.4x	-1.5x	-1.8x	
Gold Flora	1.1x	1.0x	na	na	na	na	na	-0.1x	na	na	na	-0.5x	na	na	
Goodness Growth	1.2x	1.0x	na	4.7x	4.4x	na	-0.5x	-0.5x	-2.1x	-1.8x	-0.6x	-0.6x	-2.5x	-2.1x	
Green Thumb	3.5x	3.3x	3.1x	11.5x	11.0x	10.2x	-0.1x	-0.1x	-0.4x	-0.4x	-0.2x	-0.2x	-0.5x	-0.6x	
Grown Rogue	3.1x	na	na	13.0x	na	na	na	na	na	na	na	na	na	na	
iAnthus	1.6x	na	na	na	na	na	na	-0.8x	na	-7.5x	na	-0.9x	na	-8.0x	
Jushi	1.6x	1.6x	1.4x	10.6x	8.8x	7.2x	-0.7x	-0.7x	-3.8x	-8.6x	-1.0x	-1.1x	-5.9x	-13.5x	
MariMed	1.3x	1.1x	1.0x	7.6x	6.5x	4.6x	-0.3x	-0.3x	-1.8x	-2.1x	-0.4x	-0.4x	-2.3x	-2.8x	
Planet 13	1.8x	1.5x	1.1x	-3.6x	13.1x	6.4x	0.3x	0.3x	2.4x	35.1x	0.1x	0.2x	1.2x	18.2x	
Schwazze	1.7x	1.6x	na	5.5x	6.7x	na	-0.7x	-0.7x	-3.1x	-2.4x	-0.9x	-0.8x	-3.5x	-2.8x	
StateHouse	2.0x	na	na	na	na	na	na	-1.1x	na	-57.5x	na	-1.8x	na	-92.6x	
TerrAscend	3.0x	2.7x	2.5x	13.8x	12.5x	10.5x	-0.5x	-0.5x	-2.4x	-1.9x	-0.7x	-0.7x	-3.4x	-2.7x	
TILT	0.6x	0.6x	0.5x	50.9x	18.6x	11.1x	-0.3x	-0.3x	-9.0x	-6.0x	-0.5x	-0.5x	-16.9x	-11.3x	
Trulieve	2.6x	2.6x	2.5x	9.3x	9.0x	8.6x	-0.5x	-0.5x	-1.6x	-1.7x	-0.6x	-0.6x	-1.9x	-2.1x	
Verano	2.8x	2.8x	2.7x	8.6x	8.8x	8.1x	-0.3x	-0.3x	-0.9x	-0.8x	-0.6x	-0.5x	-1.8x	-1.5x	
Vext	1.8x	1.2x	na	9.7x	5.0x	na	-0.6x	-1.1x	-2.6x	-8.1x	-0.6x	-1.1x	-2.6x	-8.1x	

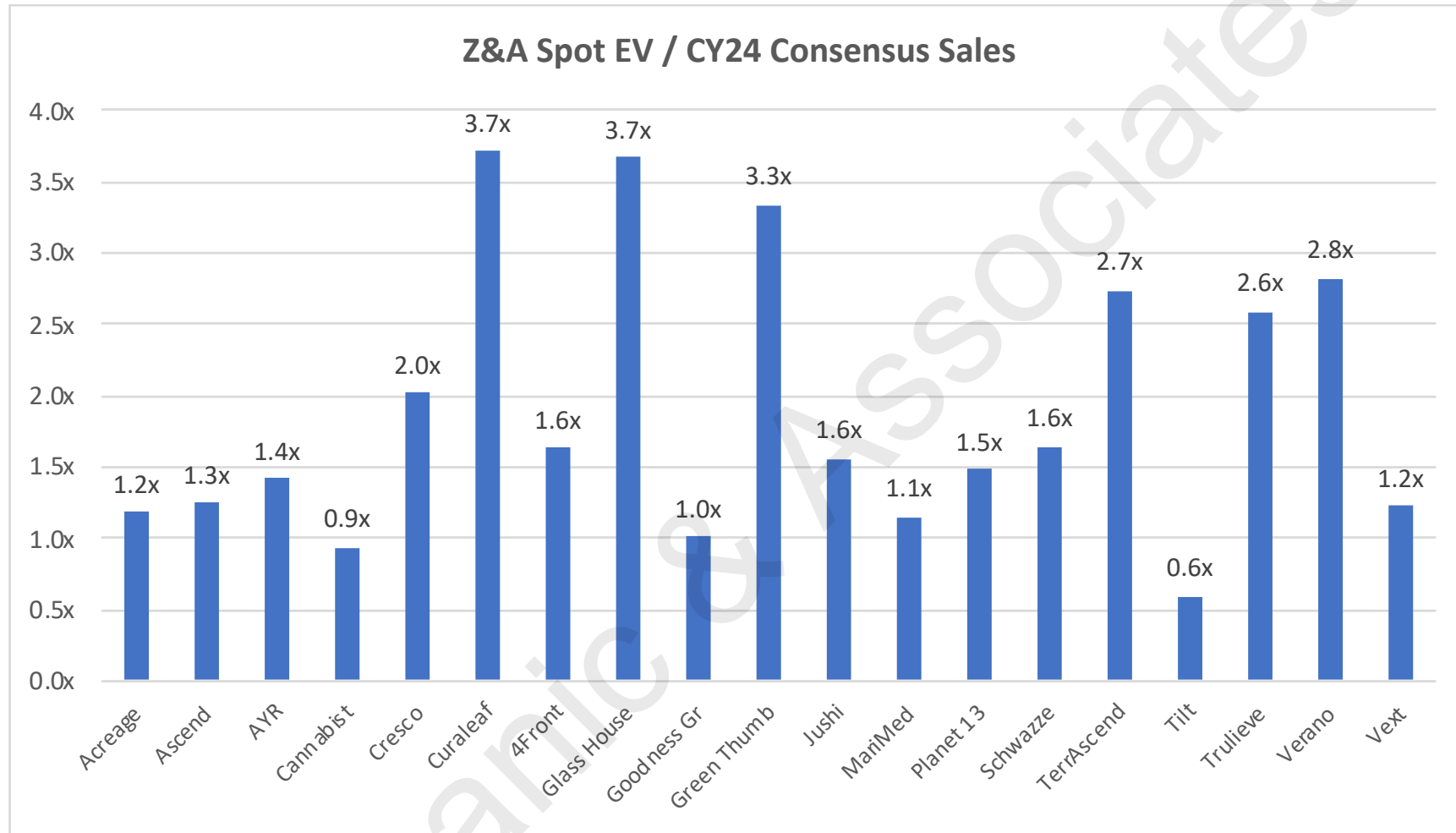
1) By "current", we mean the latest reported qtr annualized; 2) Multiples calculated using FactSet consensus (when available) for 2023, 2024, and 2025

3) As there are no consensus estimates for Cansortium, Grown Rogue, iAnthus, and StateHouse, we take "current" sales for each of them

Source: FactSet and company reports



Exhibit 2: US MSOs EV/Sales



Source: FactSet; Z&A Estimates

Exhibit 3: Spot EV calculation – US MSOs

US\$Mn 31-Mar-24	FactSet Spot EV	Z&A Spot EV	US\$ price	mn shares	mn deriv	Total Mkt Cap	Financial net debt	Net leases	ST income tax liab.	Conting Cons.	ITM deriv inflow	Total BDND	Pref Stock Min Int
US MSOs													
Acreage Holdings	227	308	0.34	139.9	29.7	58	-214	-2	-34			-250	
Ascend Wellness	769	723	1.30	206.9	13.3	285	-244	-134	-60			-438	
Ayr Wellness	754	705	2.65	76.6	5.0	216	-417	6	-78	0		-489	
Cannabist Co	661	494	0.36	429.3		154	-272	-23	-45	0		-340	
Cansortium	140	145	0.21	298.3	6.3	64	-49	-7	-26			-81	
Cresco Labs	1,238	1,507	2.07	436.9	8.2	921	-415	-54	-111	-6		-586	
Curaleaf	4,423	5,251	5.34	744.3	7.9	4,016	-672	-18	-345	-81		-1,115	119
4Front Ventures	298	215	0.11	648.6		73	-95	-6	-41	0		-142	
Glass House	506	777	8.02	75.3	3.2	630	-26	0	-21	-29		-76	72
Gold Flora	130	144	0.30	288.3	0.3	86	-16	-32	-5	-5		-58	
Goodness Growth	160	103	0.41	108.7		45	-50	-8				-58	
Green Thumb	3,456	3,732	14.52	237.1	7.1	3,545	-147	-23	-11	-33	28	-187	
Grown Rogue	75	77	0.45	170.8		76	4	-3	0	0		0	
iAnthus	124	279	0.02	6,510.5		124	-146	-9				-155	
Jushi	438	431	0.73	196.6	1.1	144	-183	1	-106			-288	
MariMed	183	186	0.26	375.1	5.8	101	-52	-1	-14			-67	19
Planet 13	145	178	0.61	320.6	1.3	195	32	-6	-5	-5		17	
Schwazze	233	296	0.82	171.3		140	-134	-3	-18	0		-156	
StateHouse	154	207	0.05	255.6	141.0	21	-114	-13	-39	-24	7	-184	2
TerrAscend	773	951	1.89	351.2	15.3	693	-186	-7	-59	-6		-258	
TILT	115	105	0.03	381.5	5.0	10	-51	-43	-1			-95	
Trulieve	2,205	2,986	12.40	186.0	3.3	2,347	-537	-16	-81	-4		-639	
Verano	2,412	2,625	5.94	343.5	9.8	2,098	-271	-4	-248	-4		-527	
Vext	47	67	0.21	149.8	0.4	32	-35	0				-35	

Source: FactSet and company reports



Exhibit 4: Forward estimates – US MSOs

US\$Mn 31-Mar-24	FACTSET CONSENSUS					ZUANIC & ASSOCIATES ESTIMATES					Z&A vs. CONSENSUS			
	Revenues		Adj EBITDA		margin	Revenues		Adj EBITDA		margin	Revenues		Adj EBITDA	
	2024	2025	2024	2025	2024	2024	2025	2024	2025	2024	2024	2025	2024	2025
US MSOs														
Acreage Holdings	259	na	51	na	19.6%			<i>not covered yet</i>						
Ascend Wellness	577	615	124	142	21.5%			<i>not covered yet</i>						
Ayr Wellness	495	542	126	146	25.3%			<i>not covered yet</i>						
Cannabist Co	525	567	82	100	15.6%			<i>not covered yet</i>						
Cansortium	na	na	na	na	na			<i>not covered yet</i>						
Cresco Labs	744	781	197	204	26.4%			<i>not covered yet</i>						
Curaleaf	1,416	1,512	351	400	24.8%			<i>not covered yet</i>						
4Front Ventures	131	na	27	na	20.6%			<i>not covered yet</i>						
Glass House	212	na	49	na	23.2%			<i>not covered yet</i>						
Gold Flora	145	na	4	na	na	155	199	9	34	5.9%	7%	na	147%	na
Goodness Growth	102	na	24	na	23.2%			<i>not covered yet</i>						
Green Thumb	1,117	1,203	339	366	30.4%	1,093	1,225	330	378	30.2%	-2%	2%	-3%	3%
Grown Rogue	na	na	na	na	na			<i>not covered yet</i>						
iAnthus	na	na	na	na	na			<i>not covered yet</i>						
Jushi	277	302	49	60	17.6%	295	319	51	56	17.4%	6%	6%	5%	-5%
MariMed	163	196	29	41	17.7%	157	218	25	44	15.9%	-4%	11%	-13%	8%
Planet 13	120	156	14	28	11.4%	120	156	14	28	11.4%	0%	0%	0%	0%
Schwazze	180	190	44	58	24.5%			<i>not covered yet</i>						
StateHouse	na	na	na	na	na	105	114	10	14	9.2%	na	na	na	na
TerrAscend	347	380	76	91	22.0%			<i>not covered yet</i>						
TILT	176	197	6	9	3.2%	180	205	10	16	5.7%	3%	4%	84%	69%
Trulieve	1,154	1,207	331	347	28.6%			<i>not covered yet</i>						
Verano	929	991	300	325	32.3%	905	972	280	298	30.9%	-3%	-2%	-7%	-8%
Vext	54	68	13	22	24.6%			<i>not covered yet</i>						

Source: FactSet and company reports

Exhibit 5: Canada LP Valuation Multiples

Multiples 31-Mar-24	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 Inc.	1.1x	0.9x	0.8x	17.0x	8.5x	5.6x	na	na	na	na	0.1x	0.1x	1.7x	0.9x
Auxly Cannabis Group Inc.	1.7x	na	na	415.7x	na	na	-1.1x	na	-273.2x	na	-1.3x	na	-310.1x	na
Avant Brands Inc	1.6x	na	na	11.4x	na	na	-0.3x	na	-2.1x	na	-0.7x	na	-4.9x	na
BZAM Ltd	0.6x	na	na	-1.7x	na	na	-0.4x	na	1.0x	na	-0.5x	na	1.4x	na
Cannara Biotech	1.1x	na	na	4.2x	na	na	0.0x	na	-0.1x	na	0.0x	na	-0.2x	na
Canopy Growth Corporation	1.7x	1.5x	0.9x	-14.8x	-56.8x	-40.1x	-1.4x	-1.2x	11.8x	45.4x	-1.4x	-1.2x	11.8x	45.4x
Cronos Group Inc	1.6x	1.5x	1.1x	-2.6x	-4.2x	-5.4x	na	na	na	na	8.6x	8.3x	-13.8x	-22.6x
Decibel Cannabis Company Inc	0.8x	0.7x	0.6x	3.7x	3.2x	2.6x	-0.3x	-0.3x	-1.6x	-1.4x	-0.4x	-0.4x	-1.8x	-1.5x
High Tide, Inc.	0.4x	0.4x	0.4x	13.1x	5.9x	4.3x	0.0x	0.0x	-0.7x	-0.3x	0.0x	0.0x	-0.9x	-0.4x
Nova Cannabis Inc	0.4x	0.4x	0.3x	4.2x	3.7x	3.0x	0.0x	0.0x	-0.1x	-0.1x	0.0x	0.0x	-0.4x	-0.3x
OrganiGram Holdings Inc	1.6x	1.4x	1.2x	-13.7x	39.4x	16.4x	na	na	na	na	0.3x	0.3x	-2.4x	7.0x
Rubicon Organics, Inc.	0.6x	na	na	4.5x	na	na	0.0x	na	-0.1x	na	0.0x	na	-0.1x	na
SNDL Inc.	0.5x	0.4x	0.4x	7.0x	10.3x	na	na	na	na	na	0.2x	0.2x	3.0x	4.4x
Tilray Brands, Inc.	2.8x	2.4x	2.2x	52.9x	21.8x	13.3x	-0.2x	-0.2x	-4.8x	-2.0x	-0.4x	-0.3x	-6.8x	-2.8x
Village Farms International, Inc.	0.6x	0.6x	0.5x	13.3x	13.9x	9.1x	-0.1x	-0.1x	-1.3x	-1.4x	-0.1x	-0.1x	-1.4x	-1.4x

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

Exhibit 6: Canada LP EV Calculations

C\$Mn 31-Mar-24	FactSet Spot EV	Z&A Spot EV	C\$ price	mn shares	mn deriv	Total Mkt Cap	Financial net debt	Net leases	ST income tax liab.	Conting Cons.	ITM deriv inflow	Total BDND	Pref Stock Min Int
Aurora Cannabis Inc.	246	296	5.97	54.5	1.6	326	89	-48		-11		30	
Auxly Cannabis Group Inc.	190	195	0.05	1,009.0	249.9	49	-128	-17		0		-145	
Avant Brands Inc	31	41	0.09	258.3	3.4	23	-7	-10				-18	
BZAM Ltd	40	54	0.05	180.8	0.2	9	-31	-14				-45	
Cannara Biotech	85	87	0.93	90.0	1.5	84	-2	0	-1			-3	
Canopy Growth Corporation	na	533	11.73	9.1	1.7	107	-426					-426	
Cronos Group Inc	254	214	3.55	381.1	7.8	1,352	1,141	-3				1,139	
Decibel Cannabis Company Inc	93	98	0.12	409.0	16.7	51	-42	-6				-48	
High Tide, Inc.	225	223	2.76	75.1	0.5	207	-12	-4				-16	
Nova Cannabis Inc	4	114	1.81	57.2		103	-4	-7				-11	
OrganiGram Holdings Inc	246	233	2.92	94.1	4.2	275	42		0			42	
Rubicon Organics, Inc.	27	23	0.41	56.2	4.1	23	0	0				0	
SNDL Inc.	452	451	2.73	236.7	12.8	645	232	-37				194	
Tilray Brands, Inc.	2,851	2,902	3.36	742.7		2,494	-262	-84		-28		-374	34
Village Farms International, Inc.	203	232	1.69	110.2		186	-23	-1				-24	22

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

Exhibit 7: Canada LP Consensus Estimates

C\$Mn Estimates	REVENUES			Adj EBITDA			Adj EBITDA Margins		
	Current	2024	2025	Current	2024	2025	Current	2024	2025
Aurora Cannabis Inc.	258	320	380	17	35	53	6.8%	10.9%	13.9%
Auxly Cannabis Group	113	na	na	0	na	na	0.4%	na	na
Avant Brands Inc	26	na	na	4	na	na	13.9%	na	na
BZAM Ltd	84	na	na	-32	na	na	-37.9%	na	na
Cannara Biotech	78	na	na	21	na	na		na	na
Canopy Growth Corporation	314	347	605	-36	-9	-13	-11.5%	-2.7%	-2.2%
Cronos Group Inc	133	138	199	-82	-50	-39	-62.0%	-36.6%	-19.8%
Decibel Cannabis Company Inc	121	133	153	27	31	37	22.2%	23.3%	24.3%
High Tide, Inc.	497	534	614	17	38	51	3.4%	7.1%	8.4%
Nova Cannabis Inc	271	288	330	27	30	38	10.0%	10.6%	11.5%
OrganiGram Holdings Inc	146	162	188	-17	6	14	-11.7%	3.7%	7.5%
Rubicon Organics, Inc.	40	45	49	5	5	7	12.9%	12.1%	14.5%
SNDL Inc.	950	1,013	1,081	64	44	na	6.8%	4.3%	na
Tilray Brands, Inc.	1,054	1,209	1,310	55	133	219	5.2%	11.0%	16.7%
Village Farms International	373	414	456	17	17	25	4.7%	4.0%	5.6%

Note: for Decibel and VFF, we use our 2024-2025 estimates; for the rest, we use FactSet consensus if available. Current means latest qtr annualized

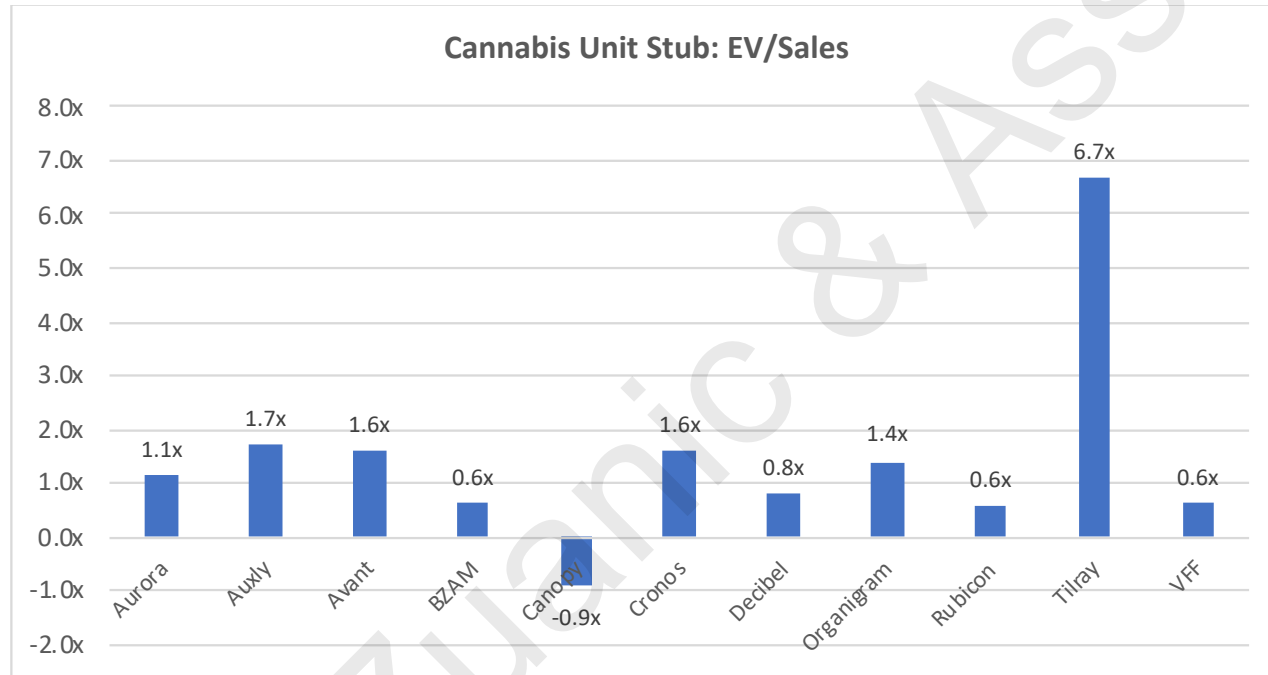
Source: FactSet, company reports, and Z&A estimates

Exhibit 8: Implied Value of Cannabis Strip for Canada LPs

C\$Mn	Aurora	Auxly	Avant	BZAM	Cannara	Canopy	Cronos	Decibel	OGI	Rubicon	Tilray	VFF
Total EV	296	195	41	54	87	533	214	98	233	23	2,902	232
MJ EV	251	195	41	54	87	-178	214	98	233	23	2,505	96
MJ Sales (ann.)	223	113	26	84	78	192	133	121	167	40	376	155
MJ multiple	1.1x	1.7x	1.6x	0.6x	1.1x	-0.9x	1.6x	0.8x	1.4x	0.6x	6.7x	0.6x

Source: FactSet; Z&A Estimates

Exhibit 9: Implied Value of Cannabis Strip for Canada LPs



Source: FactSet; Z&A Estimates

Exhibit 10: Service Providers and International Cannabis Stocks

US\$Mn	Company name	Ticker	Listing	3/31/24	Mkt	Net	Ent		1yr Forward Consensus		Consensus		Cons	Net debt
				Price	Cap				(mn)	(Debt)	Value	EV/Sales	EV/EBITDA	1yF Estimates (US\$Mn)
			US\$	US\$MN	Shares						Sales	EBITDA	mgn %	1yF EBITDA
Service Providers														
AFC Gamma	AFCG	NASDAQ	12.38	253	20	-8	262	<i>finco</i>	3.9x	#N/A	68	#N/A	#N/A	#N/A
Chicago Atlantic	REFI	NASDAQ	15.77	287	18	-58	345	<i>finco</i>	5.6x	#N/A	61	#N/A	#N/A	#N/A
Innovative Industrial Prop	IIPR	NYSE	103.54	2,914	28	-139	3,052	<i>finco</i>	9.4x	12.1x	323	252	78%	-0.5x
New Lake Capital Partners	NLCP	US OTC	19.05	391	21	24	367	<i>finco</i>	7.5x	#N/A	49	#N/A	#N/A	#N/A
River North	CNPOF	US OTC	0.08	10	136	-12	23	<i>finco</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
SHF Holdings	SHFS	NASDAQ	0.97	23	24	7	16	<i>finco</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Silver Spike BDC	SSIC	NASDAQ	9.61	60	6	33	27	<i>finco</i>	2.5x	#N/A	11	#N/A	#N/A	#N/A
Leafly	LFLY	NASDAQ	2.96	6	2	-4	10	<i>tech</i>	0.3x	-2.3x	40	-4	-11%	0.8x
Springbig	SBIG	US OTC	0.16	4	27	-6	10	<i>tech</i>	0.3x	2.3x	31	4	13%	-1.3x
WM Technology	MAPS	NASDAQ	1.33	74	55	0	74	<i>tech</i>	0.4x	2.4x	200	31	16%	0.0x
Greenlane Holdings	GNLN	NASDAQ	0.52	1	2	-8	8	<i>vape parts</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
GrowGeneration	GRWG	NASDAQ	2.86	176	61	23	153	<i>pix & shovel</i>	0.7x	-291.0x	213	-1	0%	-42.7x
HydroFarm	HYFM	NASDAQ	1.08	49	46	-154	203	<i>pix & shovel</i>	1.0x	38.4x	195	5	3%	-29.1x
Scotts Miracle Gro	SMG	NYSE	74.59	4,214	57	-2,874	7,089	<i>pix & shovel</i>	1.9x	12.1x	3,657	586	16%	-4.9x
urban-gro	UGRO	NASDAQ	1.37	17	12	-4	21	<i>pix & shovel</i>	0.2x	360.1x	94	0	0%	-72.7x
CBD, CPG, Pharma, International														
Charlotte's Web	CWBHF	US OTC	0.20	31	154	-13	43	<i>CBD</i>	0.7x	-2.2x	65	-19	-30%	0.7x
Clever Leaves	CLVR	NASDAQ	4.87	7	1	4	3	<i>CBD</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
CV Sciences	CVSI	US OTC	0.04	6	152	-1	7	<i>CBD</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Turning Point Brands	TPB	NYSE	29.30	516	18	-260	776	<i>CPG</i>	2.0x	7.9x	386	98	25%	-2.7x
IM Cannabis	IMCC	NASDAQ	0.53	7	13	-9	16	<i>Intl</i>	0.4x	-25.2x	40	-1	-2%	14.1x
InterCure	INCR	NASDAQ	2.71	124	46	-2	126	<i>Intl</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Ispire Tech	ISPR	NASDAQ	6.13	332	54	45	287	<i>Intl</i>	1.1x	#N/A	251	#N/A	#N/A	#N/A
Little Green Pharma	LGPPF	US OTC	#N/A	#N/A	298	0	#N/A	<i>Intl</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
PharmaCielo	PCLOF	US OTC	0.17	26	155	-9	35	<i>Intl</i>	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Smooore Intl	SMORF	US OTC	0.86	5,197	6,078	2,106	3,091	<i>Intl</i>	0.2x	1.2x	13,938	2,591	19%	0.8x
Jazz Pharma	JAZZ	NASDAQ	120.42	7,497	62	-4,170	11,667	<i>pharma</i>	2.8x	6.4x	4,161	1,826	44%	-2.3x

Source: FactSet; Z&A Estimates

Exhibit 11: Stock Performance

31-Mar-24			
Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
US MSOs			
FFNTF	32%	13%	-40%
ACRDF	79%	36%	-53%
AAWH	-9%	30%	36%
AYRWF	19%	47%	301%
CXXIF	1%	41%	49%
CBSTF	2%	-20%	-30%
CRLBF	16%	53%	34%
CURLF	7%	32%	80%
GLASF	19%	70%	193%
GRAMF	-4%	86%	89%
GDNSF	3%	71%	292%
GTBIF	12%	29%	83%
ITHUF	-1%	-29%	6%
JUSHF	4%	58%	37%
LOWLF	-17%	-24%	-68%
MRMD	-7%	-4%	-30%
PLNH	-14%	-5%	-23%
RWBYF	na	na	na
SHWZ	-32%	34%	-31%
STHZF	20%	155%	13%
TSNDF	10%	16%	24%
GNSR	na	na	na
TLLTF	-38%	6%	-63%
TCNNF	27%	138%	116%
VRNOF	8%	33%	107%
VEXTF	-1%	-1%	14%

Source: FactSet

Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
Canada			
ALEAF	na	na	na
ACB	33%	-8%	-36%
CBWTF	196%	296%	161%
AVTBF	-28%	-38%	-48%
BZAMF	-54%	-60%	-85%
CGC	144%	69%	-52%
CRON	13%	25%	36%
DBCCF	2%	-7%	-19%
ETRGF	4%	-25%	-61%
HITI	15%	25%	69%
NVACF	29%	92%	143%
OGI	0%	64%	-17%
ROMJF	-6%	-17%	-34%
SNDL	41%	22%	28%
TLRY	36%	7%	-4%
VFF	56%	63%	53%
YOLO ETF	14%	35%	41%
CBD, CPG, Pharma, International			
CWBHF	36%	0%	-35%
CLVR	16%	133%	-60%
CVSI	24%	16%	-5%
TPB	28%	11%	43%
IMCC	51%	48%	-24%
INCR	39%	110%	32%
ISPR	-39%	-49%	#N/A

Stock Performance			
Ticker	Last 30d	Last 90d	Last 12mo
Service Providers			
AFCG	9%	3%	-3%
AGFY	-29%	-71%	-88%
REFI	-2%	-3%	15%
IIPR	9%	3%	35%
NLCP	17%	19%	51%
PW	15%	17%	-78%
CNPOF	-14%	-6%	-13%
SHFS	7%	-32%	104%
SSIC	-7%	14%	13%
FLY	-5%	-38%	-61%
SBIG	20%	7%	-76%
MAPS	43%	85%	65%
GNLN	11%	0%	-85%
GRWG	33%	14%	-14%
HYFM	24%	18%	-39%
SMG	23%	17%	9%
UGRO	-43%	-2%	-45%
CBD, CPG, Pharma, International			
LGPPF	#N/A	#N/A	#N/A
PCLOF	40%	32%	-2%
SMORF	21%	3%	-34%
JAZZ	-9%	-2%	-16%
Index			
S&P 500	3%	10%	30%
MSOS ETF	14%	43%	71%



Appendix II: Bio and Disclaimers

Zuanic & Associates



Analyst Bio

Pablo Zuanic is a well-known and highly rated equity analyst following the cannabis and psychedelics sector. Over the past four years he launched coverage of over 35 companies (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 (www.zuanicassociates.com). 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 can be contacted at pablo.zuanic@zuanicgroup.com.



Disclosures and Disclaimers

About the firm: Zuanic & Associates is a domestic limited liability company (LLC) registered in the state of New Jersey. The company's registered address is Five Greentree Centre, 525 Route 73, N Suite 104, Marlton, New Jersey 08053, USA. Pablo Zuanic is the registered agent. The firm publishes equity research on selected stocks in the cannabis and psychedelics sector, as well as thematic macro industry notes. The firm also provides consulting and advisory services. Potential conflicts of interest are duly reflected in the respective specific company reports.

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

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

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

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