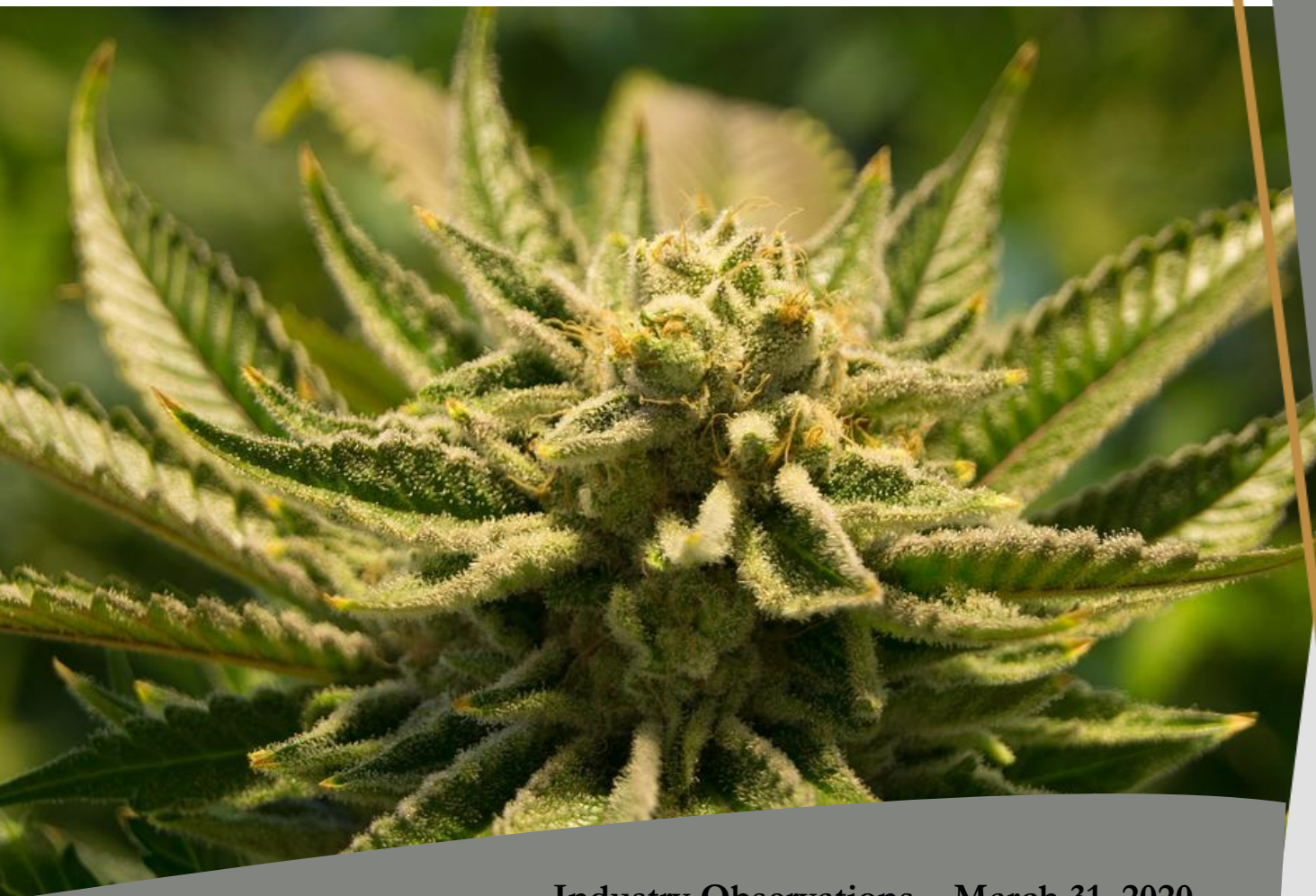




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Value. Added.



Industry Observations – March 31, 2020

Cannabis Industry

Select Cannabis Public Company Industry Data As of March 31, 2020

(USD in millions, except per share data)

USD in millions, except per share data

		Market Data					LTM Operating Data			Forward Estimates	
		Price at 03/31/20	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM EBITDA	CY 2020 Revenue Estimate	CY 2020 EBITDA Estimate
Company Name	Ticker										
Cultivation, Manufacturing and Retail Operations "Plant Touching"											
Curaleaf Holdings, Inc.	CURA	\$3.92	35.2%	\$2,061.13	\$2,169.10	32.9%	\$736.93	\$221.02	\$21.60	\$658.60	\$155.37
Green Thumb Industries Inc.	GTHI	\$5.79	37.2%	\$1,279.86	\$1,363.52	15.6%	\$1,167.54	\$216.43	\$4.60	\$432.27	\$108.53
Harvest Health & Recreation Inc.	HARV	\$0.92	9.0%	\$342.88	\$389.48	33.1%	\$634.02	\$95.93	-\$83.91	\$233.50	\$10.41
Cresco Labs Inc.	CL	\$2.97	22.9%	\$606.86	\$897.20	13.7%	\$416.53	\$100.66	-\$0.77	\$496.57	\$95.15
Trulieve Cannabis Corp.	TRUL	\$9.10	59.6%	\$1,004.25	\$1,108.10	42.0%	\$590.89	\$252.82	\$297.24	\$406.18	\$168.04
Aphria Inc.	APHA	\$3.03	31.6%	\$808.86	\$956.39	20.6%	\$1,939.66	\$386.65	\$33.16	\$608.16	\$45.20
MariMed Inc.	MRMD	\$0.18	4.2%	\$40.67	\$78.09	87.5%	\$61.57	\$45.60	-\$37.74	NM	NM
iAnthus Capital Holdings, Inc.	IAN	\$0.53	9.5%	\$90.82	\$126.43	17.5%	\$831.59	\$53.15	-\$51.23	\$205.99	\$33.08
MedMen Enterprises Inc.	MMEN	\$0.22	7.2%	\$66.55	\$394.36	82.2%	\$844.01	\$162.82	-\$179.25	\$238.33	-\$45.53
Planet 13 Holdings Inc.	PLTH	\$1.01	39.7%	\$140.46	\$159.85	21.6%	\$62.90	\$63.60	\$4.47	\$50.23	\$6.72
22nd Century Group, Inc.	XXII	\$0.75	30.5%	\$104.14	\$63.75	2.3%	\$68.95	\$25.83	-\$20.28	\$0.00	NM
Plus Products Inc.	PLUS	\$0.46	10.9%	\$24.25	\$15.66	50.4%	\$37.96	\$13.70	-\$19.19	\$46.90	-\$2.84
Business Services "Non-Plant Touching"											
KushCo Holdings, Inc.	KSHB	\$0.65	10.4%	\$77.43	\$94.18	23.1%	\$143.53	\$153.56	-\$71.10	\$131.92	-\$21.67
TILT Holdings Inc.	TILT	\$0.16	7.0%	\$59.53	\$165.21	13.8%	\$558.35	\$122.44	-\$81.33	\$204.79	\$19.72
Akerna Corp.	KERN	\$5.12	7.0%	\$65.90	\$82.34	NM	\$22.39	\$12.55	\$0.00	NM	NM
Helix TCS, Inc.	HLIX	\$0.12	4.0%	\$10.96	\$16.88	6.8%	\$73.68	\$15.29	-\$5.44	NM	NM

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt); EBITDA (earnings before interest, taxes, depreciation and amortization); NM (Not Meaningful; lack of source data from CapIQ)
Source: Capital IQ

The material contained in this publication is meant to provide general information regarding valuation topics. This publication does not constitute investment advice with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Professional advice should be obtained before taking any action based on the information contained herein.

Publicly available information utilized in this publication has been obtained from sources deemed to be reliable. Houlihan does not guarantee the accuracy or completeness of the information provided within this publication. The material presented reflects information known to the authors at the time this publication was written and this information is subject to change.

Select Cannabis Public Company Valuation Metrics As of March 31, 2020

(USD in millions, except per share data)

USD in millions, except per share data

Company Name	Ticker	LTM Operating Statistics						Trading Multiples			
		Return On Assets	Return On Equity	Return On Capital	Revenue Growth	EBITDA Growth	EBITDA Margin	TEV/ LTM Revenue	TEV/ CY 2020 Revenue	TEV/ LTM EBITDA	TEV/ CY 2020 EBITDA
Cultivation, Manufacturing and Retail Operations "Plant Touching"											
Curaleaf Holdings, Inc.	CURA	-0.5%	-16.6%	-0.5%	186.8%	N/A	9.8%	9.8x	3.3x	100.4x	14.0x
Green Thumb Industries Inc.	GTHI	-2.1%	-10.0%	-2.5%	246.3%	N/A	2.1%	6.3x	3.2x	296.2x	12.6x
Harvest Health & Recreation Inc.	HARV	-15.0%	-77.1%	-17.5%	157.7%	N/A	-87.5%	4.1x	1.7x	N/A	37.4x
Cresco Labs Inc.	CL	-1.4%	-10.8%	-1.5%	257.5%	N/A	-0.8%	8.9x	1.8x	N/A	9.4x
Trulieve Cannabis Corp.	TRUL	47.5%	92.1%	58.5%	145.9%	369.4%	117.6%	4.4x	2.7x	3.7x	6.6x
Aphria Inc.	APHA	0.1%	1.7%	0.1%	330.2%	N/A	8.6%	2.5x	1.6x	28.8x	21.2x
MariMed Inc.	MRMD	-33.7%	-240.5%	-38.2%	284.8%	N/A	-82.8%	1.7x	N/A	N/A	N/A
iAnthus Capital Holdings, Inc.	IAN	-8.8%	-16.3%	-9.6%	N/A	N/A	-96.4%	2.4x	0.6x	N/A	3.8x
MedMen Enterprises Inc.	MMEN	-19.9%	-146.9%	-24.7%	89.8%	N/A	-110.1%	2.4x	1.7x	N/A	N/A
Planet 13 Holdings Inc.	PLTH	1.7%	-16.8%	2.0%	200.4%	N/A	7.0%	2.5x	3.2x	35.8x	23.8x
22nd Century Group, Inc.	XXII	-18.6%	-39.8%	-19.9%	-2.2%	N/A	-78.5%	2.5x	N/A	N/A	N/A
Plus Products Inc.	PLUS	-46.7%	-148.2%	-50.7%	153.9%	N/A	-140.0%	1.1x	0.3x	N/A	N/A
	Mean	-8.1%	-52.4%	-8.7%	186.5%	369.4%	-37.6%	4.0x	2.0x	93.0x	16.1x
	Median	-5.5%	-16.7%	-6.1%	186.8%	369.4%	-39.6%	2.5x	1.7x	35.8x	13.3x
Business Services "Non-Plant Touching"											
KushCo Holdings, Inc.	KSHB	-32.4%	-76.4%	-39.2%	64.5%	N/A	-46.3%	0.6x	0.7x	N/A	N/A
TILT Holdings Inc.	TILT	N/A	N/A	N/A	N/A	N/A	-66.4%	1.3x	0.8x	N/A	8.4x
Akerna Corp.	KERN	-52.6%	-114.3%	-62.9%	27.8%	N/A	N/A	6.6x	N/A	N/A	N/A
Helix TCS, Inc.	HLIX	-9.5%	-15.7%	-10.1%	59.9%	N/A	-35.6%	1.1x	N/A	N/A	N/A
	Mean	-31.5%	-68.8%	-37.4%	50.7%	N/A	-49.4%	2.4x	0.8x	N/A	8.4x
	Median	-32.4%	-76.4%	-39.2%	59.9%	N/A	-46.3%	1.2x	0.8x	N/A	8.4x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization); TEV (total enterprise value)
Source: Capital IQ

Cannabis Public Company LTM Equity Performance As of March 31, 2020



Note: The indices are derived from the equity performance of the previously listed companies. Source: Capital IQ

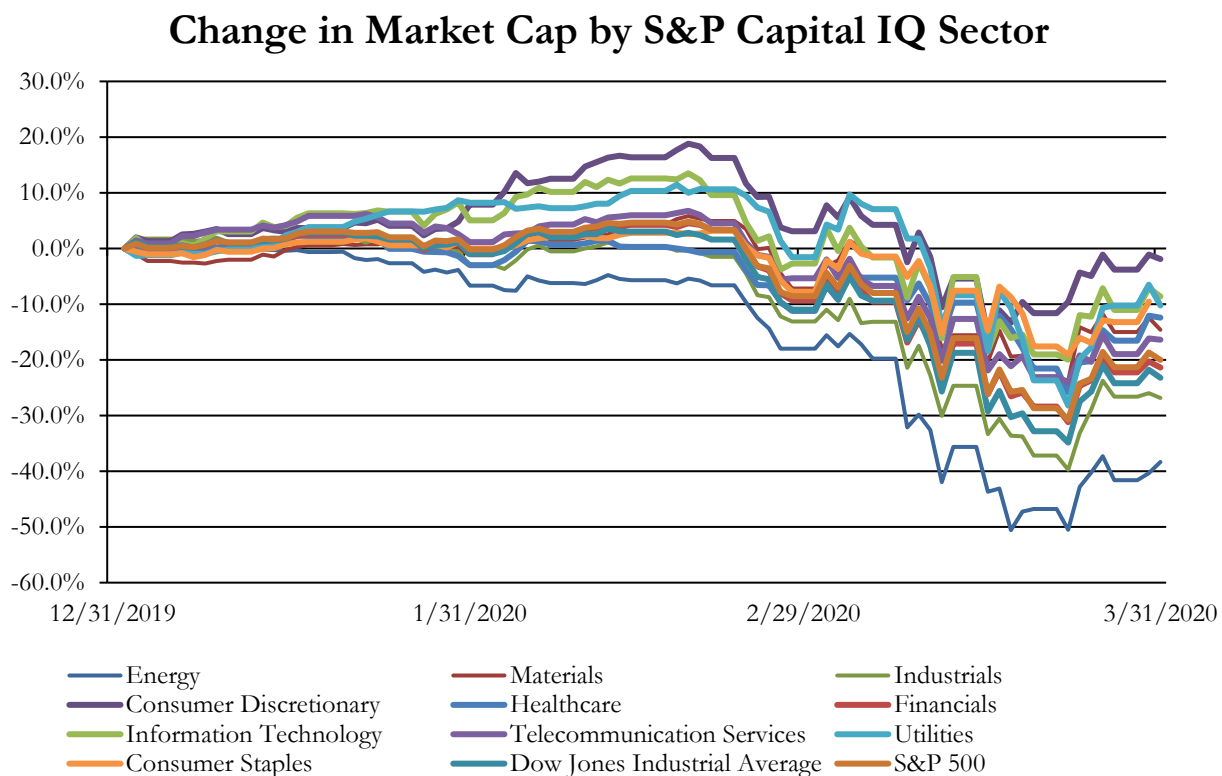
Recent M&A Activity in Cannabis Industry YTD as of March 31, 2020

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Enterprise Value
2/1/2020	Cura Partners, Inc.	Curaleaf Holdings, Inc.	Pharmaceuticals	\$1,147.56
6/5/2019	Integral Associates, LLC/ Integral Associates CA, LLC	G7I Core, LLC	Pharmaceuticals	\$289.19
9/16/2019	Ilera Healthcare/Dispensing/Security/Investco/Main/IHC Real	TerrAscend Corp.	Pharmaceuticals	\$223.91
7/24/2019	Substantially all Assets of SugarLeaf Labs, LLC and Forest	Neptune Wellness Solutions Inc.	Pharmaceuticals	\$150.00
4/16/2019	Form Factory, Inc.	Acreage Holdings, Inc.	Pharmaceuticals	\$100.35
10/31/2019	Acres Cannabis	Curaleaf Holdings, Inc.	Pharmaceuticals	\$70.00
8/23/2019	Fiorello Pharmaceuticals, Inc.	Green Thumb Industries Inc.	Pharmaceuticals	\$56.11
12/12/2019	Lincoln IL Cultivation Facility	GreenAcreage Real Estate Corp.	Real Estate Operating	\$50.00
7/29/2019	Spring Oaks Greenhouses, Inc.	Green Growth Brands Inc.	Agricultural Products	\$49.92
3/11/2020	Approximately 373,000 square feet of industrial and greenhouse	Innovative Industrial Properties, Inc.	Real Estate Operating	\$35.30
12/23/2019	Properties in California, Illinois and Massachusetts	NewLake Capital Partners, Inc.	Real Estate Operating	\$35.00
10/22/2019	100,000 Square Foot Properties in Joliet and Kankakee	Innovative Industrial Properties, Inc.	Real Estate Operating	\$32.80
3/13/2020	Interurban Capital Group, Inc.	Harvest Health & Recreation Inc.	Research and Consulting	\$32.06
1/17/2020	First Class CBD	Mota Ventures Corp.	NA	\$30.87
8/2/2019	ACC C Corp.	Liht Cannabis Corp. (nka:Citation Growth Corp.)	Pharmaceuticals	\$30.81
2/7/2020	Hope Heal Health, Inc.	Cresco Labs, LLC (nka:Cresco Labs Inc.)	Pharmaceuticals	\$28.35
4/11/2019	MedMar, Inc.	Cresco Labs, LLC (nka:Cresco Labs Inc.)	Pharmaceuticals	\$27.50
4/16/2019	Five-Property Portfolio In Southern California	Innovative Industrial Properties, Inc.	Real Estate Operating	\$27.10
9/23/2019	Dalitso LLC	Jushi Holdings Inc.	Pharmaceuticals	\$25.90
3/26/2020	Franklin Labs, LLC	Harvest Health & Recreation Inc.	Pharmaceuticals	\$25.50
6/28/2019	Prismic Pharmaceuticals, Inc.	FSD Pharma Inc.	Pharmaceuticals	\$24.48
8/27/2019	Henderson Organic Remedies, LLC	Green Growth Brands Inc.	Pharmaceuticals	\$24.46
12/20/2019	Properties in Pennsylvania and North Dakota	Innovative Industrial Properties, Inc.	Real Estate Operating	\$24.13
11/15/2019	GB Sciences Louisiana, LLC	K2 Logic LLC	Pharmaceuticals	\$24.00
4/1/2019	Eureka Investment Partners, LLC	Curaleaf Holdings, Inc.	Pharmaceuticals	\$23.19
7/31/2019	Ganja Gold Inc.	Integrated Cannabis Company, Inc. (nka:Icanic)	Distributors	\$22.62
6/18/2019	Cake Marketing UK Ltd. and Other Assets of Accelzenze Inc.	Constellation Software Inc.	Application Software	\$20.89
11/12/2019	Cultivation and Processing Facility of Green Thumb Industries	Innovative Industrial Properties, Inc.	Real Estate Operating	\$20.30
6/20/2019	Blaine Labs, Inc.	Alternate Health Corp.	Personal Products	\$19.62
7/24/2019	Select MMAC Assets of MM Esperanza 2 LLC	DionyMed Brands Inc.	Real Estate Operating	\$19.07
10/9/2019	Michigan Property	Innovative Industrial Properties, Inc.	Real Estate Operating	\$19.00
6/18/2019	MC Brands LLC	Green Thumb Industries Inc.	Pharmaceuticals	\$18.71
10/25/2019	Certain Cannabis Related Real Estate Assets	GreenAcreage Real Estate Corp.	Real Estate Operating	\$18.30
10/30/2019	Property Located in Dwight, Illinois	Innovative Industrial Properties, Inc.	Real Estate Operating	\$18.00
5/29/2019	Emerald Dispensary in Gilbert, Arizona	Curaleaf Holdings, Inc.	Pharmaceuticals	\$18.00
9/12/2019	Four-Property Portfolio in Southern California	Innovative Industrial Properties, Inc.	Real Estate Operating	\$17.30
10/23/2019	Five Buildings in Quincy, Florida	Innovative Industrial Properties, Inc.	Real Estate Operating	\$17.00
10/28/2019	Emerald Phoenix/ Infusion Edibles	Nabis Holdings Inc.	NA	\$15.00
9/10/2019	Green Tree International, Inc.	Helix TCS, Inc.	Trading Companies and	\$15.00
5/1/2019	Complia, LLC	NIC Inc.	Application Software	\$15.00
4/16/2019	196,000 Square Foot Vertically Integrated Cannabis Facility in	TransCanna Holdings Inc.	Pharmaceuticals	\$15.00
4/1/2019	South African Ventures, Inc.	Stem Holdings, Inc.	NA	\$14.03
1/15/2020	Solo Sciences, Inc.	Akema Corp.	Systems Software	\$14.01
5/16/2019	Pahrump	Green Growth Brands Inc.	Pharmaceuticals	\$13.37
9/4/2019	MattJeremy, Inc. LLC	MedMen Enterprises Inc.	Pharmaceuticals	\$13.00
7/23/2019	The Los Angeles Cannabis Campus	Innovative Industrial Properties, Inc.	Real Estate Operating	\$13.00
5/20/2019	Two Buildings in Saxton, Pennsylvania	Innovative Industrial Properties, Inc.	Real Estate Operating	\$13.00
8/30/2019	Apeks LLC	Rough Brothers, Inc.	Industrial Machinery	\$12.60
8/6/2019	Certain Assets of Critical Mass Industries LLC	First Colombia Development Corp. (nka:Redwood)	Pharmaceuticals	\$11.78
1/15/2020	Cannabis property in Richmond, Virginia	Innovative Industrial Properties, Inc.	Real Estate Operating	\$11.74
4/15/2019	Om of Medicine, LLC	4Front Holdings, LLC (nka:4Front Ventures Corp.)	NA	\$11.70
3/24/2020	Labtronix Inc.	Hollister Biosciences Inc.	Pharmaceuticals	\$10.91
10/30/2019	Property Located in Litchfield, Illinois	Innovative Industrial Properties, Inc.	Real Estate Operating	\$10.50
6/28/2019	CBD For Life LLC	iAnthus Capital Holdings, Inc.	Personal Products	\$10.44
7/5/2019	Pineapple Ventures, Inc.	Pineapple Express, Inc.	Research and Consulting	\$10.40
2/28/2020	Budee Inc.	Driven Deliveries, Inc.	Internet and Direct Marketing	\$10.26
1/16/2020	CannaRegs, Ltd.	Fyllo Inc.	Interactive Media and Services	\$10.00
10/9/2019	Zefyr, Inc.	Frontier Financial Group, Inc.	NA	\$10.00
5/5/2019	Certain Assets of Honu, Inc.	Cannabis One Holdings Inc.	Pharmaceuticals	\$9.69
7/12/2019	Cheyenne Avenue in Las Vegas	Innovative Industrial Properties, Inc.	Agricultural Products	\$9.60
7/24/2019	Natural Extractions Inc.	Ionic Brands Corp.	NA	\$9.53
3/9/2020	Oglesby, Illinois Cultivation and Processing Facility of Green	Innovative Industrial Properties, Inc.	Real Estate Operating	\$9.00
6/12/2019	Vegas Valley Growers North LLC	Ionic Brands Corp.	Tobacco	\$8.54
6/11/2019	Pure Ratios Holdings, Inc.	Cannex Capital Holdings Inc.	Pharmaceuticals	\$8.16
6/7/2019	45,000 Square Feet Industrial Property in Harrison	Innovative Industrial Properties, Inc.	Real Estate Operating	\$6.90

Source: Capital IQ

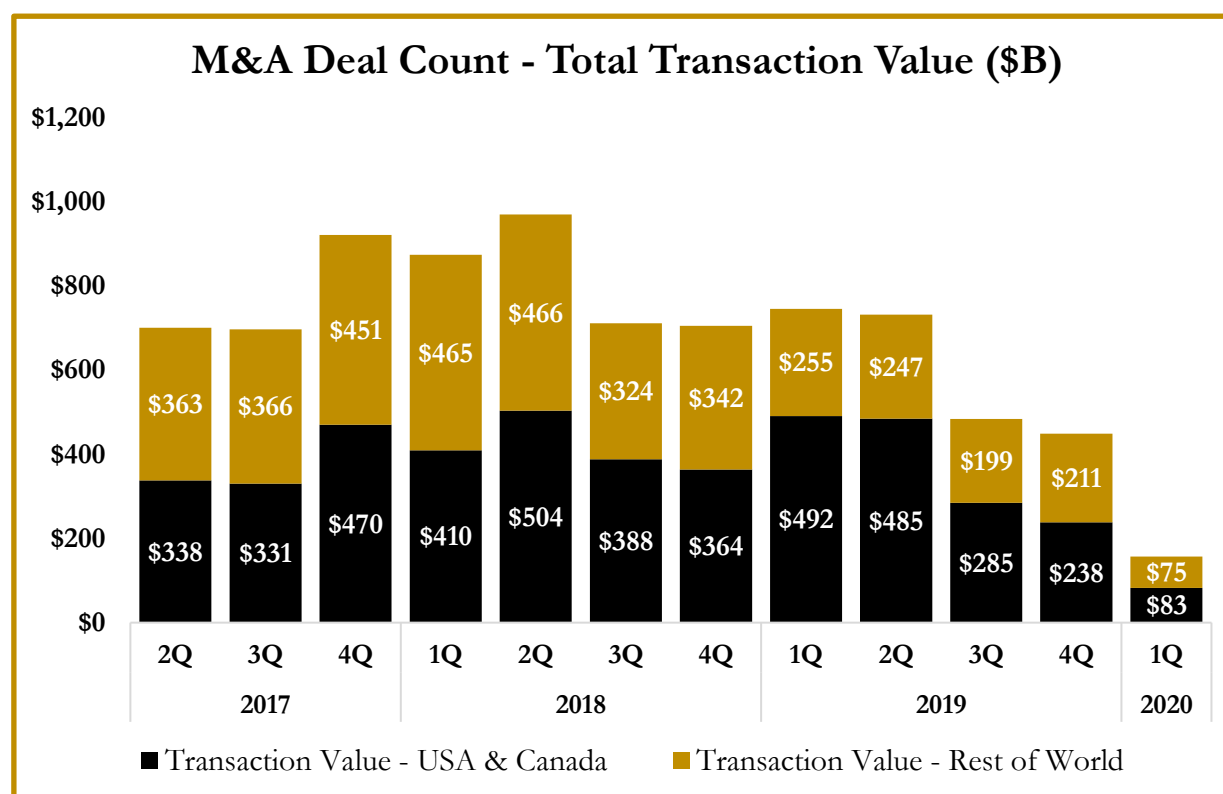
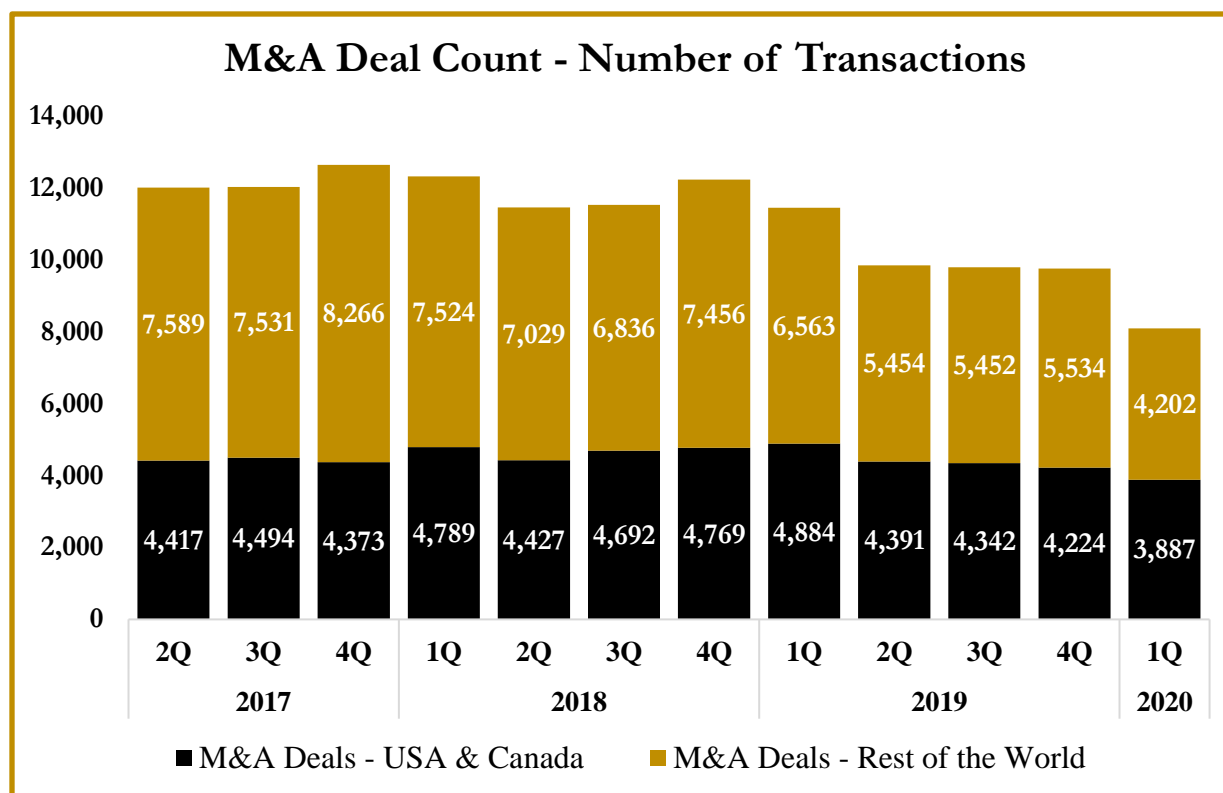
S&P Capital IQ - Sector Last 3 Month Equity Performance As of March 31, 2020



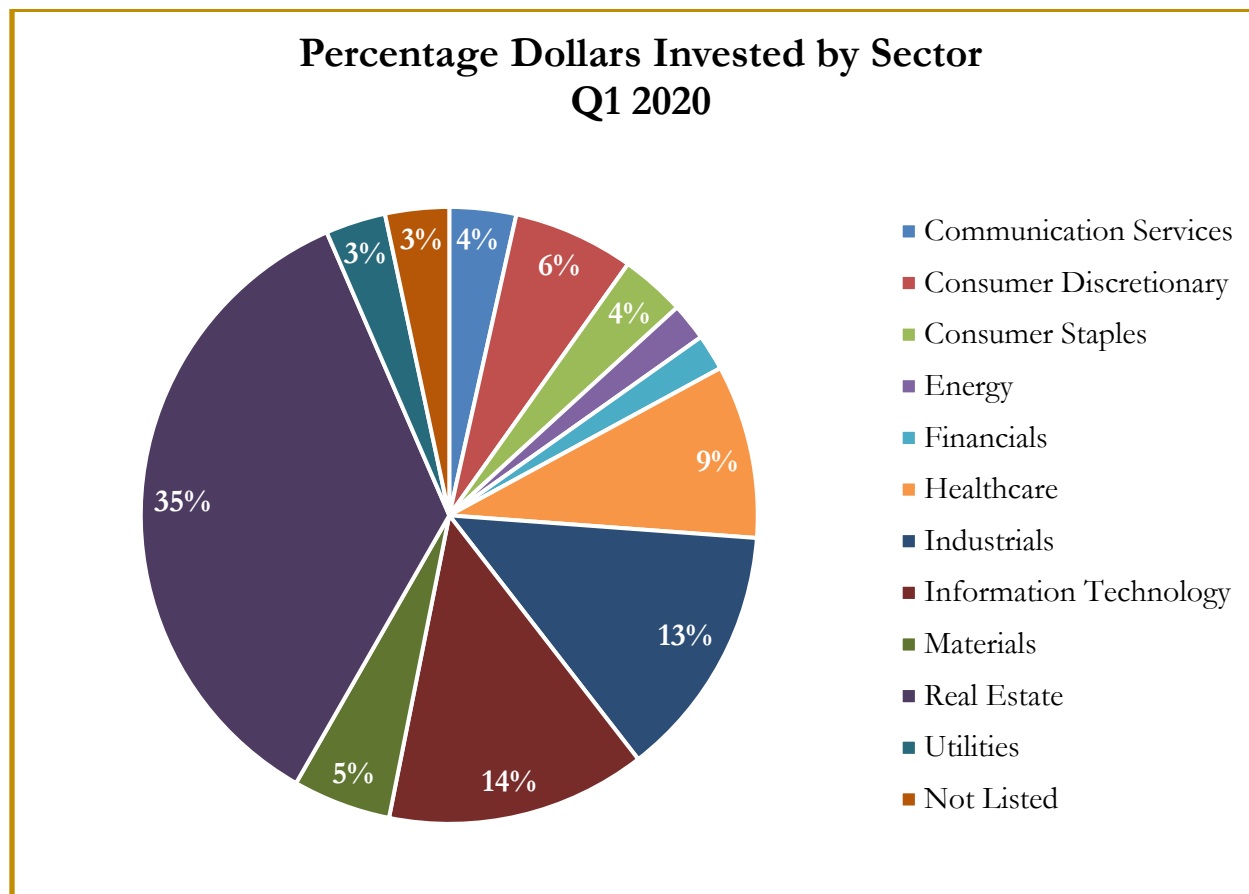
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ

M&A Deal Flow Statistics by S&P Capital IQ Sector

As of March 31, 2020



M&A Deal Flow Statistics by S&P Capital IQ Sector
As of March 31, 2020





About Us

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

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We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

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