

Select Key Financial Metrics (in \$000s unless otherwise indicated)

Gross revenue

Excise taxes

Net revenue

Cost of sales

Gross margin before fair value changes to biological assets & inventories sold

Realized fair value on inventories sold and other inventory charges

Unrealized gain on changes in fair value of biological assets

Gross margin

Adjusted gross margin¹Adjusted gross margin %¹

Selling (including marketing), general & administrative expenses²

Net (loss) income

Adjusted EBITDA¹

Net cash (used in) provided by operating activities before working capital changes

Net cash provided by operating activities after working capital changes

From the left to the right, the first 16 days of the month are: 1st, 2nd, 3rd, 4th, 5th, 6th, 7th, 8th, 9th, 10th, 11th, 12th, 13th, 14th, 15th, 16th, 17th, 18th, 19th, 20th, 21st, 22nd, 23rd, 24th, 25th, 26th, 27th, 28th, 29th, 30th, 31st.

Select Balance Sheet Metrics (in \$000s)

Cash & short-term investments (excluding restricted cash)

Biological assets & inventories

Other current assets

Accounts payable & accrued liabilities

Select Balance Sheet Metrics (in \$000s)
Current portion of long-term debt
Working capital
Property, plant & equipment
Long-term debt
Total assets
Total liabilities

Shareholders' equity

Capital Structure

in \$000s

Current and long-term debt
Shareholders' equity
Total debt and shareholders' equity

in 000s

Outstanding common shares
Options
Warrants
Top-up rights
Restricted share units
Performance share units

Total fully-diluted shares

Outstanding basic and fully diluted share count as of February 12, 2024 is as follows:

in 000s

Outstanding common shares

in 000s
Options

Warrants

Top-up rights

Restricted share units

Performance share units

Total fully-diluted shares

The following table reconciles the Company's Adjusted EBITDA to net loss.

Adjusted EBITDA Reconciliation (in \$000s unless otherwise indicated)

Net (loss) income as reported

Add/(Deduct):

Financing costs, net of investment income

Income tax (recovery) expense

Depreciation, amortization and (gain) loss on disposal of property, plant and equipment

Normalization of depreciation add-back due to changes in depreciable assets resulting

Share-based (gain) from investments in associates and impairment loss (recovery) from

Change in fair value of contingent consideration

Realized fair value on inventories sold and other inventory charges

Unrealized gain loss on change in fair value of biological assets

Share-based compensation (per statement of cash flows)

COVID-19 related charges, government subsidies, insurance recoveries and other gains

Share-based awards and other financial derivatives warrant liabilities and change in fair value

ERP implementation costs

Adjusted EBITDA Reconciliation (in \$000s unless otherwise indicated)

Transaction costs

Biological assets (inventories) and net realizable value adjustments related to inventory and

Research and development expenditures, net of depreciation

Adjusted EBITDA

Value of changes in fair value of biological assets and inventory charges added to gross margin to gross margin before fair

Adjusted Gross Margin and Reconciliation (in \$000s unless otherwise indicated)

Net revenue

Cost of sales before adjustments

Adjusted gross margin

Adjusted gross margin %

Less:

Write-offs and impairment of inventories and biological assets

Provisions to net realizable value

Incremental fair value component on inventories sold from acquisitions

Gross margin before fair value adjustments

Gross margin % (before fair value adjustments)

Add:

Realized fair value on inventories sold and other inventory charges

Unrealized gain on changes in fair value of biological assets

Gross margin

Gross margin %

Share of net income of equity-accounted investees, net of income taxes