

A close-up photograph of a person's hands rolling a cigarette on a wooden surface. The person is using a white paper and a yellow filter. In the foreground, there is a metal grinder with a perforated top. The lighting is warm and focused on the hands and the cigarette.

VERANOTM

INVESTOR PRESENTATION

2022
FINANCIALS

(CSE:VRNO)
(OTCQX:VRNOF)

Geographic footprint data as of 10.13.22.

BEFORE WE BEGIN

Forward-Looking Information

This presentation contains certain "forward-looking information" within the meaning of applicable Canadian securities legislation and may also contain statements that may constitute "forward-looking statements" within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. Such forward-looking information and forward-looking statements are not representative of historical facts or information or current condition, but instead represent only the Company's beliefs regarding future events, plans or objectives, many of which, by their nature, are inherently uncertain and outside of the Company's control.

Generally, such forward-looking information or forward-looking statements can be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or may contain statements that certain actions, events or results "may", "could", "would", "might" or "will be taken", "will continue", "will occur" or "will be achieved". The forward-looking information and forward-looking statements contained herein include, but are not limited to statements or information with respect to the Company's position in the marketplace, the proposed completion or buildout of Company facilities, the Company's cultivation capacity, the completion of pending acquisitions, the accretive nature of acquisitions, the fortification of the Company's presence in core markets, the possibility of material organic expansion, delivery of shareholder value and the ability to maintain industry-leading margins and add depth to leadership.

Forward-looking information and statements involve and are subject to assumptions and known and unknown risks, uncertainties, and other factors which may cause actual events, results, performance, or achievements of the Company to be materially different from future events, results, performance, and achievements expressed or implied by forward-looking information and statements herein, including, without limitation, the risk factors discussed in the Company's filings on EDGAR at www.sec.com/edgar. The forward-looking information and forward-looking statements contained in this presentation are made as of the date of this presentation, and the Company does not undertake to update any forward-looking information or forward-looking statements that are contained or referenced herein, except as may be required in accordance with applicable securities laws. All subsequent written and oral forward-looking information and statements attributable to the Company or persons acting on its behalf is expressly qualified in its entirety by this notice regarding forward-looking information and statements.

BEFORE WE BEGIN

Non-GAAP Financial Measures

This presentation refers to certain non-GAAP measures to evaluate the performance of the Company. The terms “EBITDA”, “Adjusted EBITDA” and “Free Cash Flow” do not have any standardized meaning prescribed within International Financial Reporting Standards (“GAAP”) and therefore may not be comparable to similar measures presented by other companies.

Such measures should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP. EBITDA is calculated herein as net earnings from operations before interest expense, tax expense, depreciation, and amortization. The Company presents Adjusted EBITDA on a consistent basis from period to period and gains and losses from one-time non-recurring events are eliminated. Adjusted EBITDA is calculated herein as EBITDA adjusted for one-time expenses related to other expenses, gain from investment in associates and acquisition related costs. Free Cash Flow is calculated herein as Cash Flow from Operations minus Capital Expenditures. Management believes that these non-GAAP financial measures provide useful information to readers as a supplement to reported GAAP financial information. Management reviews these non-GAAP financial measures on a regular basis and uses them to evaluate and manage the performance of the Company’s operations. These measures should be evaluated only in conjunction with the Company’s comparable GAAP financial measures.

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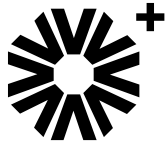
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VERANO AT A GLANCE



VERANOTM

EST.
2014



**5
BRANDS**



**4K+
EMPLOYEES**



**13 ACTIVE
STATES**



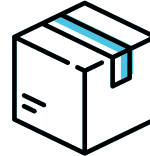
**119 OPERATING
RETAIL LOCATIONS**



14 FACILITIES
CULTIVATION &
PRODUCTION FACILITIES
SPANNING 1M+ FT²



**150M+
ADDRESSABLE
POPULATION**

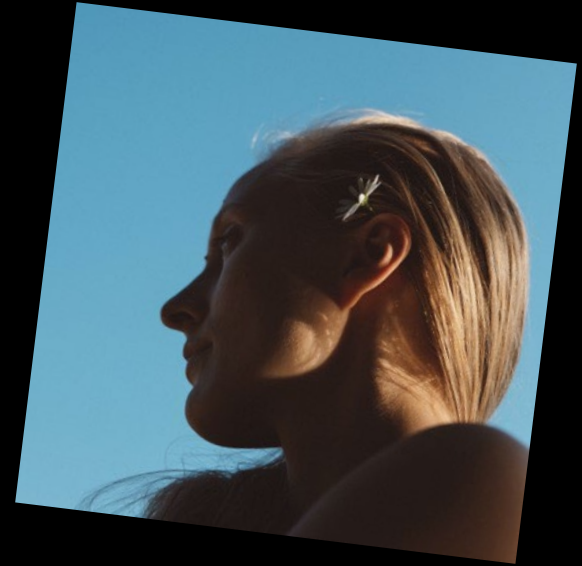


**~500 ACTIVE
WHOLESALE
ACCOUNTS**

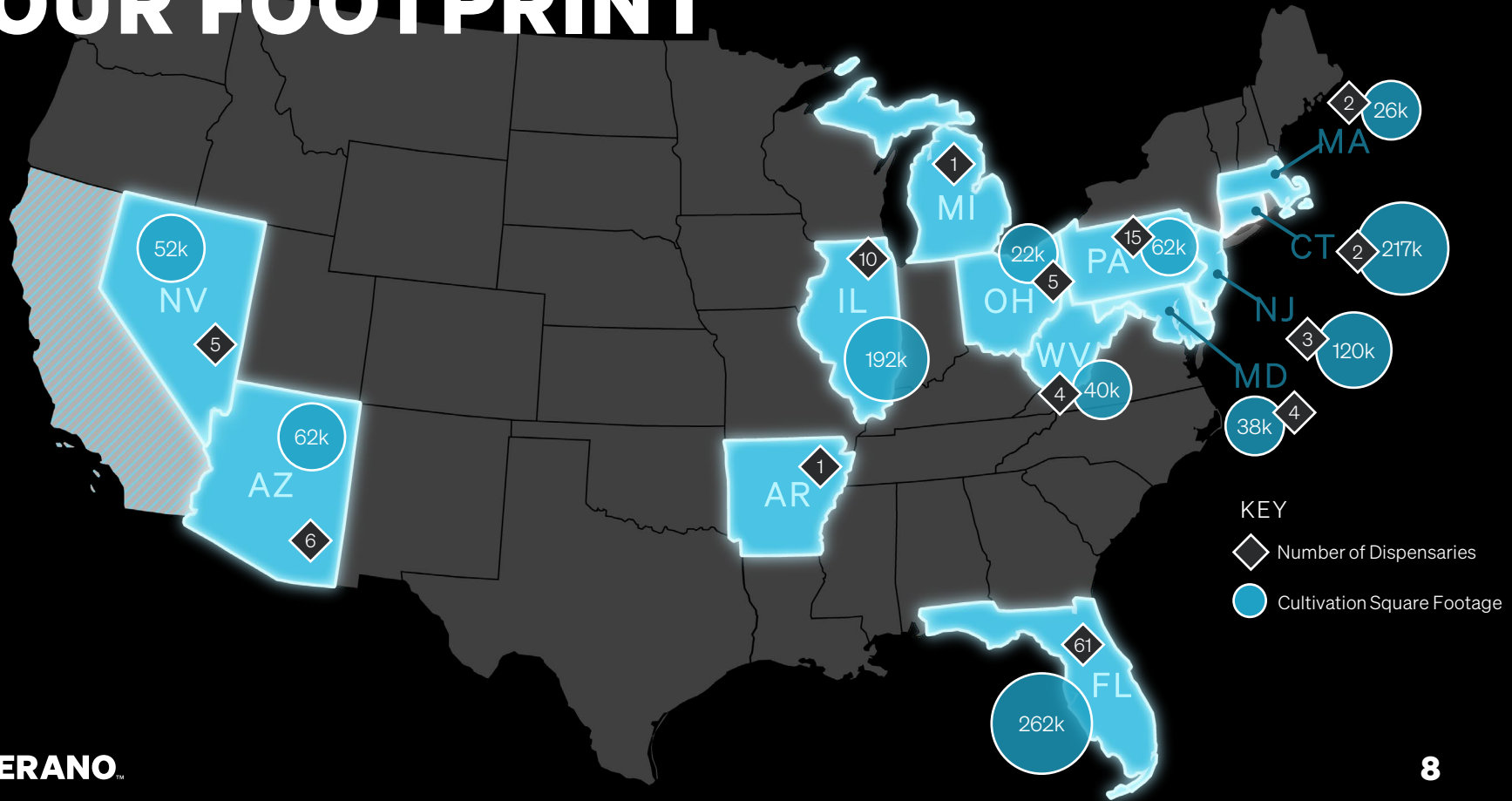


**>130
PLANNED RETAIL
LOCATIONS**





OUR FOOTPRINT



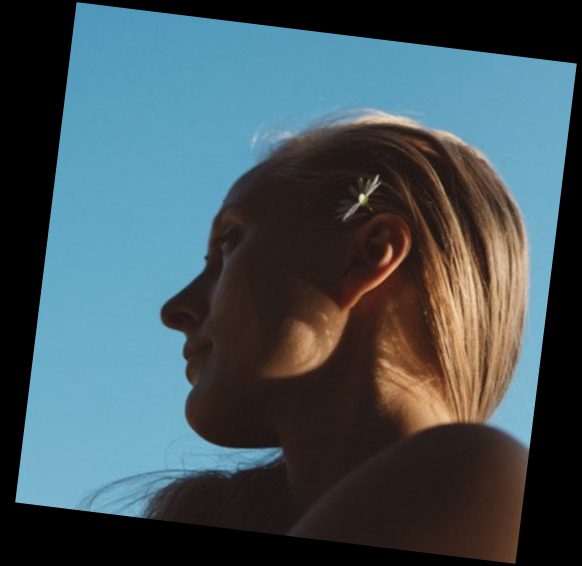
OUR FOOTPRINT



SCALABLE PLATFORM

													
State	IL	FL	AZ	NJ	PA	NV	MD	CT	OH	MA	MI	WV	AR
Population	12.7M	21.5M	7.3M	8.9M	12.8M	3.1M	6.1M	3.5M	11.7M	6.9M	10.0M	1.8M	3.0M
Medical?	X	X	X	X	X	X	X	X	X	X	X	X	X
Adult Use?	X		X	X		X				X	X		
# Operating Dispensaries	10	61 <i>With Additional Openings Planned</i>	6	3	15 <i>With 3 Additional Openings Planned</i>	5	4	2	5	2	1	4 <i>With Option to Open 3 More</i>	1
Facility Size	192k ft ²	262k ft ²	62k ft ²	120k ft ²	62k ft ²	52k ft ²	38k ft ²	216k ft ²	22k ft ²	26k ft ²	n/a	40k ft ²	n/a
Cultivation?	X	X	X	X	X	X	X	X	X	X		X	
Processing?	X	X	X	X	X	X	X	X	X	X		X	
Location(s)	Albion	Apollo Beach & Palatka	Coolidge & Winslow	Branchburg	Chester & Upland	North Las Vegas	Jessup	Rocky Hill	Canton	Sharon	n/a	Beaver	n/a

THE CASE FOR VERANO



THE CASE FOR VERANO

People

- Entrepreneurial spirit
- Culture of diversity & inclusion
- Long average tenure
- Cannabis advocacy

Process

- Operator's mindset. Stringent SOPs. All about efficiency.
- Hospitality-driven
- Extensive R&D
- Leverage leading-edge production automation

Product

- Leading genetics
- Premium flower & proprietary strains
- Comprehensive CPG brand offering
- Products cover nearly all formats & formulas

OPERATIONAL EXCELLENCE

THROUGH
VERTICAL
INTEGRATION

Balanced approach reduces over-reliance on any single wholesaler or retailer.

Vertically integrated in **11 of 13** active markets.



GEOGRAPHIC OVERVIEW

CULTIVATION & PRODUCTION

14

Cultivation &
production facilities

RETAIL SPACES

119

Operational locations
across 13 active states

M&A STRATEGY

A DELIBERATE APPROACH

- **Grow within states** identified to have high likelihood to pass recreational use
- **Seek well-performing stores** with potential for continued enhancement from integration
- **Look for teams** that are willing to stay on board and continue as strong operators
- **Target attractive mid-single digit** 2023 EBITDA multiples



TERRITORY



NSE



AK | AGRI-KIND

AGRONOMED
BIOLOGICS



HOUSE OF BRANDS





BRANDS TO SUIT EVERY LIFESTYLE



- Extensive portfolio of trusted consumer brands
- Indoor nature allows for consistency across state lines



VERANO™

RESERVE TOP OF THE LINE



PREEMINENT
GENETICS

LIMITED
SUPPLY

HAND-TRIMMED
& HAND-PACKED

30-DAY
EXTENDED CURE

ESSENCE THE CLASSICS



ICONIC
STRAINS

PRIME INDOOR
QUALITY

ALWAYS
ACCESSIBLE

MID-TIER PRICE
POSITIONING

ENG ORE

EDIBLES



Satisfy your cravings.

Always gluten-free, non-GMO, and exceptionally delicious — Encore edibles prove that, yes, efficacy and exceptional taste can go hand in hand. Our handcrafted cannabis gummies, hard candies, mints, caramels and chocolates will elevate your palate, delight your senses, and exceed your expectations. Life is short: Get the good stuff.





A vexiaTM
of the elements

Take your self care higher.

Blending THC with customized blends of CBD, CBN, CBG and adaptogens for targeted relief, Avexia offers pure, plant-powered wellness. Whether you seek to integrate a new healing ritual into your daily routine, discover a luxurious mind-body escape, or simply soothe what ails you; Avexia's cannabis lotions, body balms, bath soaks and microdosing tablets can elevate your self-care practice and help sustain your well-being.



Savvy



GET MORE FOR LESS WITH SAVVY

✓ PORTABLE BUDS

✓ PENS & CARTRIDGES

In a world full of filters, be authentic... be Savvy.

Savvy is full of passion, shaped by culture, and unafraid of change. With its large-format product line, Savvy reflects a new age of cannabis, catering to the aficionados who want more for less.

Sesh creatively with our portable buds, stashed in 7G or 14G bags, 300mg pens and 1G cartridges.





müüv™

Expect the highest standards.

MÜV makes cannabis-based medicine. In awe of the healing powers of this plant, we tapped top cannabinoid scientists and researchers to develop the MÜV medicinal cannabis line. Fueled by expertise, ingenuity, and a relentless dedication to quality, MÜV offers cannabis flower, vapes, extracts, topicals, concentrates, distillates, inhalers, patches and tinctures to help you feel better.





EXPANDING RETAIL PRESENCE



ZEN LEAF



Zen Leaf™ aspires to be the most influential cannabis retail brand, and to command brand loyalty of the high-end cannabis consumer. Inspiring our customers drives our mission to capture people's imaginations, satisfy deep and important life needs, and offer unparalleled innovative products underpinning our economic success and cultural influence in an increasingly crowded marketplace.

- Custom store designs provide an edge in the market and create an environment that satisfies the myriad of patron needs through reliability, accessibility, and authenticity
- Superior customer service
- Aggressive expansion underway with existing states and across our broader license footprint

MÜV



- Locations in Florida and Arizona, two high-growth states
- 61 operational retail locations in Florida
- State-of-the-art dispensaries offering an extensive selection of award-winning products
- One of the widest selections of concentrates for patients needing macro-dosing options
- Won five Best of Arizona medical cannabis awards
- Knowledgeable and friendly staff dedicated to helping medical patients

2Q22 FINANCIALS

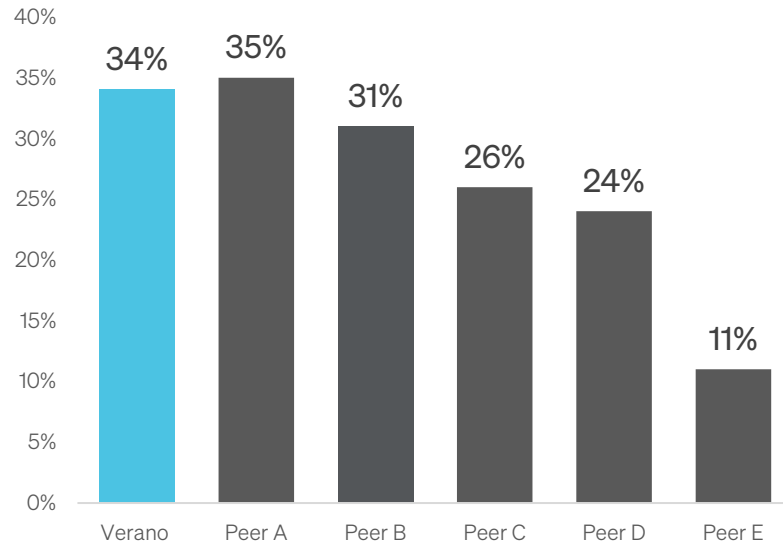


A TOP COMPETITOR WITH STRONG GROWTH

- Top 5 MSO by revenue
- 2Q 2022 SG&A investments made ahead of anticipated growth
- Experiencing rapid growth (organically and through M&A)
- Our scale allows for operational efficiencies, more profitable cultivation and the ability to quickly adapt to changing legislation

ONE OF THE CANNABIS INDUSTRY'S LEADING EBITDA PROFILES

2Q22 ADJUSTED EBITDA MARGINS



FINANCIAL RESULTS

- Retail / wholesale revenue split of 73% / 27% for the second quarter
- \$39 million of 2Q22 capex
 - Expecting ~\$43-73 million of capex in 2H22
- SG&A expenses for the second quarter were 45% of revenues or 30% of revenues if excluding D&A and earnouts

<i>\$USD thousands</i>	2Q 2022 Results
Revenue	\$223,662
Gross Profit	\$98,115
Income (Loss) from Operations	\$(2,292)
Net Loss	\$(9,847)

FINANCIAL FLEXIBILITY

- Unencumbered by sale leasebacks
- Focus on improving debt terms
- Acquisition consideration payable has decreased from \$143 million in 1Q22 to \$67 million
 - Up to ~\$10 million is due in cash with the remainder due in equity

<i>\$USD thousands</i>	As of 6/30/22
Cash	\$92,833
Total Assets	\$2,604,970
Debt	\$402,629
Total Liabilities	\$1,056,245

LEGISLATIVE OUTLOOK



Positive momentum for the industry

Recent shift in sentiment across the aisle

Engaging representatives to ensure we have an active voice in legislation

- Encouraged by recent conversations but we can successfully operate if federal legalization is not passed
- Maintaining optimism and preparing for an up-list to the US markets once legislation change makes possible

THANK YOU

Julianna Paterra, CFA
Director, Investor Relations

Email
investors@Verano.com

Website
investors.Verano.com

VERANO[™]



APPENDIX





CORE MARKETS

ILLINOIS, FLORIDA, ARIZONA, NEW JERSEY,
PENNSYLVANIA, NEVADA, MARYLAND, CONNECTICUT,
OHIO



IL



Market Overview

- Adult-use and medical
- 12.7M population
- Adult-use sales began in January 2020
- 150k medical patients; 1.2% penetration
- Total market expected to grow from \$1.8B (2021) to \$2.6B (2026E)

Verano Operations

- 10 operational dispensaries
- 192k sq. ft. cultivation and manufacturing facility in Albion

FL



Market Overview

- Medical
- 21.5M population
- Medical sales began in December 2017
- 457k medical patients; 2.1% penetration
- Total market expected to grow from \$1.6B (2021) to \$3.0B (2026E)

Verano Operations

- 61 operational dispensaries
- 220k sq. ft. cultivation and manufacturing facility in Apollo Beach
- 42k sq. ft. cultivation and manufacturing facility in Palatka with additional construction underway

Market size forecasts based on BDSA estimates. Patient counts based on BDSA estimates. Includes the contribution from the following: (1) licenses directly owned, managed, or operated; (2) those licenses with which Verano has executed management agreements or other commercial agreements

AZ



Market Overview

- Adult-use and medical
- 7.3M population
- Adult-use sales began in January 2021
- 295k medical patients; 4.0% penetration
- Total market expected to grow from \$1.4B (2021) to \$1.9B (2026E)

Verano Operations

- 6 operational dispensaries
- 30k sq. ft. cultivation and manufacturing facility in Coolidge
- 20K sq. ft. cultivation and manufacturing facility in Winslow

NJ



Market Overview

- Adult-Use and medical
- 8.9M population
- Adult-use sales began in April 2022
- 99k medical patients; 1.1% penetration
- Total market expected to grow from \$249M (2021) to \$2.3B (2026E)

Verano Operations

- 3 operational dispensaries
- 120k sq. ft. cultivation and manufacturing facility in Branchburg

PA



Market Overview

- Medical
- 12.8M population
- Medical sales began in February 2018
- 380k medical patients; 3.0% penetration
- Total market expected to grow from \$1.3B (2021) to \$2.3B (2026E)

Verano Operations

- 15 operational dispensaries; 3 additional openings planned
- 62k sq. ft. cultivation and manufacturing facility in Chester
- Additional cultivation and manufacturing facility under construction in Upland

NV



Market Overview

- Adult-use and medical
- 2.9M population
- Adult-use sales began in July 2017
- 9.8k medical patients; 0.3% penetration
- Total market expected to grow from \$1.1B (2021) to \$2.0B (2026E)

Verano Operations

- 5 operational dispensaries
- 42k sq. ft. cultivation and manufacturing facility in North Las Vegas
- 10k sq. ft. cultivation and manufacturing facility in North Las Vegas

MD



Market Overview

- Medical
- 6.1M population
- Medical sales began in December 2017
- 123k medical patients; 2.0% penetration
- Total market expected to grow from \$586M (2021) to \$1.3B (2026E)

Verano Operations

- 4 operational dispensaries
- 39k sq. ft. cultivation and manufacturing facility in Jessup with additional construction underway

CT



Market Overview

- Medical
- 3.5M population
- Adult-use sales began in June 2012
- 60k medical patients; 1.6% penetration
- Total market expected to grow from \$149M (2021) to \$515M (2026E)

Verano Operations

- 2 operational dispensaries
- 216k sq. ft. cultivation and manufacturing facility in Rocky Hill

OH



Market Overview

- Medical
- 11.7M population
- Medical sales began in January 2019
- 160k medical patients; 1.4% penetration
- Total market expected to grow from \$369M (2021) to \$1.4B (2026E)

Verano Operations

- 5 operational dispensaries
- 22k sq. ft. cultivation and manufacturing facility in Canton



Market size forecasts based on BDSA estimates. Patient counts based on BDSA estimates. Includes the contribution from the following: (1) licenses directly owned, managed, or operated; (2) those licenses with which Verano has executed management agreements or other commercial agreements



DEVELOPING MARKETS

MASSACHUSETTS, MICHIGAN, WEST VIRGINIA,
ARKANSAS



MA



Market Overview

- Adult-use and medical
- 6.9M population
- Adult-use sales began in November 2018
- 100k medical patients; 1.4% penetration
- Total market expected to grow from \$1.6B (2021) to \$2.3B (2026E)

Verano Operations

- 2 operational dispensaries
- 26k sq. ft. cultivation and manufacturing facility in Sharon

MI



Market Overview

- Adult-use and medical
- 10.0M population
- Adult-use sales began in December 2019
- 247k medical patients; 2.5% penetration
- Total market expected to grow from \$1.8B (2021) to \$2.8B (2026E)

Verano Operations

- 1 operational dispensary

WV



Market Overview

- Medical
- 1.8M population
- Medical sales began in November 2021
- 7k medical patients; 0.5% penetration
- Total market expected to grow from \$1.3M (2021) to \$32.8M (2026E)

Verano Operations

- 4 operational dispensaries; option to open 3 more
- 40k sq. ft. cultivation and manufacturing facility in Beaver

AR



Market Overview

- Medical
- 3.0M population
- Adult-use sales began in May 2019
- 66.6k medical patients; 2.2% penetration
- Total market expected to grow from \$281M (2021) to 623M (2026E)

Verano Operations

- 1 operational dispensary

FINANCIAL APPENDIX



VERANO HOLDINGS CORP.
Highlights from Unaudited Consolidated Statements of Operations
(\$ in Thousands except share and per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Revenue	\$ 223,662	\$ 199,066	\$ 425,897	\$ 319,961
Cost of Sales	125,547	129,856	229,165	196,461
Gross Profit	98,115	69,210	196,732	123,500
Gross Profit %	43.9 %	34.8 %	46.2 %	38.6 %
Expenses:				
Selling, General, and Administrative	100,263	70,013	189,824	112,679
Total Expenses	100,263	70,013	189,824	112,679
Income (Loss) from Investments in Associates	(144)	645	1,860	1,448
Income (Loss) from Operations	(2,292)	(158)	8,768	12,269
Other Income (Expense):				
Loss on Disposal of Property, Plant and Equipment	(203)	(429)	(1,192)	(429)
Gain (Loss) on Deconsolidation	(73)	—	9,485	—
Gain (Loss) on Previously Held Equity Interest	(171)	—	13,928	—
Interest Expense, net	(11,624)	(5,434)	(22,295)	(7,201)
Other Income (Expense), net	15,619	(131)	18,153	(997)
Total Other Income (Expense)	3,548	(5,994)	18,079	(8,627)
Net Income (Loss) Before Provision for Income Taxes and Non-Controlling Interest	1,256	(6,152)	26,847	3,642
Provision For Income Taxes	(11,103)	(23,438)	(36,617)	(39,852)
Net Income Attributable To Non-Controlling Interest	—	98	291	1,364
Net Income (Loss) Attributable to Verano Holdings Corp.	(9,847)	(29,688)	(10,061)	(37,574)
Net Loss per share - basic	(0.03)	(0.10)	(0.03)	(0.14)
Net Loss per share - diluted	(0.03)	(0.10)	(0.03)	(0.14)
Weighted average number of shares outstanding - basic	328,519,193	300,715,671	327,402,503	265,842,657
Weighted average number of shares outstanding - diluted	328,519,193	300,715,671	327,402,503	265,842,657

VERANO HOLDINGS CORP.
Highlights from Condensed Consolidated Balance Sheets
(\$ in Thousands)

	June 30, 2022	December 31, 2021
	<i>(Unaudited)</i>	<i>(As Restated)</i>
Cash and Cash Equivalents	\$ 92,833	\$ 99,118
Other Current Assets	195,123	177,926
Property and Equipment, Net	515,698	452,232
Intangible Assets, Net	1,343,371	1,379,913
Goodwill	376,637	368,130
Other Long-Term Assets	81,308	71,336
Total Assets	\$ 2,604,970	\$ 2,548,655
Total Current Liabilities	\$ 586,777	\$ 470,516
Total Long-Term Liabilities	469,468	596,333
Total Shareholders' Equity	1,548,725	1,480,530
Non-controlling Interest	—	1,276
Total Liabilities and Shareholders' Equity	\$ 2,604,970	\$ 2,548,655

VERANO HOLDINGS CORP.
Unaudited Reconciliation of Net Loss to EBITDA (Non-GAAP)

(\$ in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net Loss Attributable to Verano Holdings Corp.	\$ (9,847)	\$ (29,688)	\$ (10,061)	\$ (37,574)
Interest Expense, net	11,624	5,434	22,295	7,201
Income Tax Expense	11,103	23,438	36,617	39,852
Depreciation and Amortization - COGS	19,089	13,963	38,814	22,282
Depreciation and Amortization - SG&A	16,388	10,311	31,097	13,775
Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)	48,357	23,458	118,762	45,536

VERANO HOLDINGS CORP.
Unaudited Reconciliation of Net Loss to EBIT (Non-GAAP) and Adjusted EBITDA (Non-GAAP)

<i>(\$ in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net Loss Attributable to Verano Holdings Corp.	\$ (9,847)	\$ (29,688)	\$ (10,061)	\$ (37,574)
Interest Expense, Net	11,624	5,434	22,295	7,201
Income Tax Expense	11,103	23,438	36,617	39,852
Earnings Before Interest and Taxes (EBIT)	\$ 12,880	\$ (816)	\$ 48,851	\$ 9,479
COGS Add-backs:				
Depreciation and Amortization	19,089	13,963	38,814	22,282
Acquisition, Transaction and Other Non-operating Costs	15,385	35,167	19,998	53,804
Employee Stock Compensation	2,976	—	4,027	—
SG&A Add-backs:				
Depreciation and Amortization	16,388	10,311	31,097	13,775
Acquisition, Transaction and Other Non-operating Costs	10,720	10,038	22,972	23,316
Employee Stock Compensation	10,515	12,580	20,377	18,333
Acquisition Adjustments and Other Income (Expense), net	(12,428)	(635)	(26,573)	421
Adjusted EBITDA	\$ 75,526	\$ 80,608	\$ 159,562	\$ 141,409

Unaudited Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow (Non-GAAP)

<i>(\$ in thousands)</i>	Six Months Ended June 30,	
	2022	2021
Net Cash Provided by Operating Activities	\$ 43,648	\$ 56,845
Purchase of property, plant, and equipment	(85,010)	(61,785)
Free Cash Flow	\$ (41,362)	\$ (4,940)