

## INVESTOR PRESENTATION

2Q22 FINANCIALS

> (CSE: VRNO) (OTCQX: VRNOF)

## 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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## VERANO AT A GLANCE



## VERANO EST. 2014



**BRANDS** 



4K+ **EMPLOYEES** 



**STATES** 



**132 OPERATING RETAIL LOCATIONS** 



17 FACILITIES

**CULTIVATION &** PRODUCTION FACILITIES SPANNING 1M+ FT<sup>2</sup>



150M+ **ADDRESSABLE POPULATION** 



~500 **ACTIVE** WHOLESALE **ACCOUNTS** 

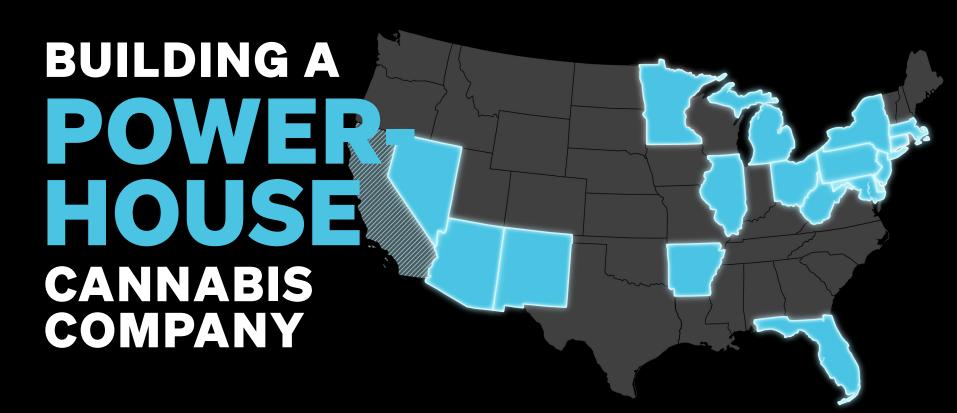


>130 **PLANNED RETAIL LOCATIONS** 

(1) Includes the contribution from the pending acquisitions and the completion of planned construction. Only includes contribution from the NY, NM, and MN markets from the Goodness Growth Holdings acquisition. In addition, includes: (1) licenses directly owned, managed, or operated; (2) those licenses with which Verano has executed management agreements or other commercial agreements; and/or (3) those licenses to which Verano has a purchase option.

## M&A + CORE MARKETS





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## TRANSFORMATIVE M&A CONTINUES

Goodness Growth Acquisition

Increases our strategic Northeastern footprint in highly populated and limited license states<sup>1</sup>



| CORE<br>MARKETS <sup>1</sup> | ILLINOIS   | FLORIDA  | ARIZONA   | NEW JERSEY  | PENNSYLVANIA  | ОНІО   |
|------------------------------|--|--|---|---|---|--|
|                              | ILLINUIS   | FLURIDA  | ARIZONA   | NEW JERSET  | PENNSTLVANIA  | OHIO   |
| POPULATION                   | ~12.7 M  | ~21.5 M  | ~7.3 M  | ~8.9 M  | ~12.8 M   | ~11.7 M  |
| MARKET TYPE                  | Medical &<br>Adult Use   | Medical  | Medical &<br>Adult Use  | Medical<br>(Adult Use Approved)   | Medical   | Medical  |
| # OPERATING<br>DISPENSARIES  | 10<br>5 Medical/Adult Use<br>5 Adult Use   | 59<br>additional openings planned  | 6   | 3   | 14<br>4 additional planned  | 5  |
| VERANO'S<br>FOOTPRINT        | 192k ft <sup>2</sup> indoor + greenhouse cultivation & processing facility in Albion, IL | 262k ft <sup>2</sup> 220k ft <sup>2</sup> indoor cultivation & processing facility in Apollo Beach and a 42kft <sup>2</sup> indoor cultivation & processing facility in Palatka w/expansion underway | 62k ft <sup>2</sup> 42k ft <sup>2</sup> indoor cultivation & processing facility in Coolidge and a 20k ft <sup>2</sup> indoor cultivation facility in Winslow | 120k ft <sup>2</sup> indoor cultivation & processing facility in Branchburg | 62k ft <sup>2</sup> 62k ft <sup>2</sup> indoor cultivation & processing facility in Chester and a TBD ft indoor cultivation & processing facility in Upland (anticipated completion by Q3 2022) | 22k ft <sup>2</sup> indoor cultivation & processing facility in Canton |

<sup>(1)</sup> Includes the contribution from the pending acquisitions and the completion of planned construction. Only includes contribution from the NY, NM, and MN markets from the Goodness Growth acquisition. In addition, includes

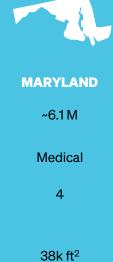


| CORE<br>MARKETS <sup>1</sup> |   |
|------------------------------|---|
|                              | NEVADA  |
| POPULATION                   | ~3.1 M  |
| MARKET TYPE                  | Medical &<br>Adult Use  |
| # OPERATING<br>DISPENSARIES  | 5*  |
| VERANO'S<br>FOOTPRINT        | 52k ft <sup>2</sup><br>42k ft <sup>2</sup> indoor cultivation & |

processing facility in North Las

Vegas; and a 10 ft facility

w/expansion underway



facility in Jessup w/ expansion

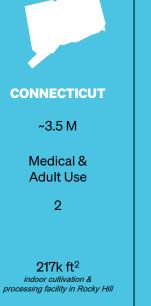
underway





**NEW YORK** 

~19.4 M





| MINNESOTA      |  |
|----------------|--|
| ~5.6 M         |  |
| Medical        |  |
| 8              |  |
| $87$ k ft $^2$ |  |

indoor cultivation facility



| DEVELOPING<br>MARKETS <sup>1</sup> | 25                     |
|------------------------------------|------------------------|
|                                    | MASSACHUSETTS          |
| POPULATION                         | ~6.9 M                 |
| MARKET TYPE                        | Medical &<br>Adult Use |
| # OPERATING<br>DISPENSARIES        | 2                      |
|                                    |                        |

26k ft2\*

indoor cultivation & processing

facility in Sharon (estimated completion by end of Q3 2022)



~10.0 M

Medical &
Adult Use



NEW MEXICO

Medical (Transferring to Adult Use)

4 (option to open additional dispensaries upon legalization)

19k ft<sup>2</sup> indoor cultivation facility



**ARKANSAS** 

~3.0 M

Medical

1

(f) licenses directly owned, managed, or operated; (2) those licenses with which Verano has executed management agreements or other commercial agreements; and/or (3) those licenses to which Verano has a purchase option.



VERANO'S

**FOOTPRINT** 

<sup>(1)</sup> Includes the contribution from the pending acquisitions and the completion of planned construction. Only includes contribution from the NY, NM, and MN markets from the Goodness Growth acquisition. In addition, includes:

DEVELOPING MARKETS<sup>1</sup>

**WEST VIRGINIA** 

POPULATION

~1.8 M

MARKET TYPE

Medical

# OPERATING
DISPENSARIES

4 with option to open 3 more

VERANO'S FOOTPRINT 40k ft<sup>2\*</sup>
indoor cultivation & processing facility in Beaver

OTHER ASSETS NOT SHOWN:

1. CALIFORNIA

Majority stake in pesticide remediation business

(f) Includes the contribution from the pending acquisitions and the completion of planned construction. Only includes contribution from the NY, NM, and MN markets from the Goodness Growth acquisition, in addition, includes:



## 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 VERTICAL INTEGRATION

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

Vertically integrated in **14 of 16** active markets.<sup>1</sup>



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## **GEOGRAPHIC OVERVIEW**

**CULTIVATION & PRODUCTION** 

**17** 

Cultivation & manufacturing facilities

RETAIL SPACES

132

Operational locations<sup>1</sup> across 16 active states

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## 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



























AGRONOMED BIOLOGICS





VERANO.

## HOUSE OF BRANDS







## **PREMIUM BRANDS TO SUIT EVERY** LIFESTYLE



## UNMATCHED BRAND PORTFOLIO

- Extensive portfolio of trusted consumer brands
- Indoor nature allows for consistency across state lines
- Premium quality, positioning and pricing contributes to growth and strong margin profile



## UNMATCHED BRAND PORTFOLIO

#### **VERANO**<sub>TM</sub>

- Flagship brand
- Premium price point
- Products include flower, pre-rolls, concentrates, and vape cartridges



- Edible line serving consumer occasions across the spectrum
- Products include mints, gummies, chocolates, and caramels

#### Avexia

- Medicinal line
- Pain relief functionality
- Products include serums, soaks, balms, and tablets

### MÜV<sup>\*</sup>

- Medicinal line
- FL & AZ Markets
- Products include flower, concentrates, tinctures, vapes and lotions



#### We Say Yes

Depending on a consumer's needs and preferences, the Verano<sup>™</sup> product line offers plenty of options. Choose from Swift Lifts (a pre-rolled, mini pack), Sunrock Shatter (a very popular concentrate), G-Line flower (proprietary crosses with our popular G6 strain), or a variety of distillate and reserve vape cartridges.



#### Taste that Elevates

We find great joy in the craftsmanship of our culinary endeavors. Our skilled artisans create inspiring, distinctive, delicious handcrafted edibles using non-industrialized methods, that inspire a life full of curiosity. As with all Verano™ products, Encore Edibles are lab-tested for potency and purity.



#### Of the Elements

With years of experience in developing these blends, we're focused on making sure each dose provides consumers with a memorable and relaxing sense of relief.



MÜV dispensary and cannabis-infused products are the fruition of what was once just an idea: that everyone deserves access to cannabis. The plant holds untold potential in easing a variety of ailments, potential that cannot be uncovered without constant exploration. Research and development are at the heart of MÜV for this reason. Our R&D team is led by scientists, allowing for continual innovation of alternative cannabis as medicine, including patented transdermal application options. From our corporate team to cultivation and dispensary, our team stays current on research to remain an educated resource on the plant and its compounds, including terpenes and minor cannabinoids. As a member of the Verano family, our resources have expanded tenfold to further the MÜV goal – to provide the best cannabis and cannabis-infused products to Florida's medical marijuana patients.

VERANO. 27



# EXPANDING RETAIL PRESENCE







Zen Leaf™ aspires to be the most influential cannabis retail brand, and to command brand loyalty of the highend 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

VERANO. 29



- Locations in Florida and Arizona, two high-growth states
- 59 operational retail locations in Florida and 1 operational retail location in Arizona
- 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

VERANO,

## 2Q22 FINANCIALS

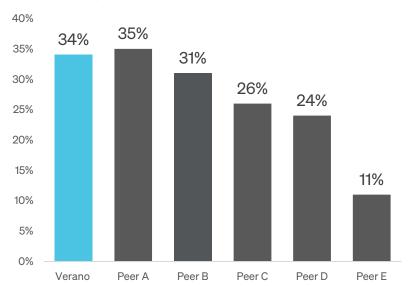


## A TOP COMPETITOR WITH STRONG GROWTH

- 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

| \$USD thousands               | Second Quarter 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

| \$USD thousands   | As of June 30, 2022 |
|-------------------|---------------------|
| 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

VERANO, 35

## THANK YOU

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# APPENDIX



# CORE MARKETS

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

# Market Overview

- Adult-use and medical
- 12.7M population
- 150k medical patients; 1.2% penetration
- \$669M adult-use sales in 1<sup>st</sup> year
- Total market expected to grow from \$1.8B (2021) to \$2.6B (2026E)

# Verano Operations

- 10 operational dispensaries (5 combined medical & adult-use and 5 adult-use)
- 192k sq. ft. cultivation and manufacturing facility in Albion



# Market Overview

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

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





# ΑZ

### Market Overview

- · Adult-use and medical
- 7.3M population
- Adult-use program active as of 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. indoor cultivation and manufacturing facility in Coolidge
- ~20K sq. ft. facility in Winslow



# NJ

# Market Overview

- Adult-Use and medical markets
- 8.9M population
- ~99k medical patients; 1.1% penetration
- Total market expected to grow from \$249M (2021) to \$2.3B (2026E)
- Adult-use signed into legislation in February 2021

- 3 active dispensaries; 2 dual-use and 1 med-only
- 120k sq. ft. indoor cultivation and manufacturing facility



# PA



# Market Overview

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

# Verano Operations

- 14 active medical dispensaries; 4 additional medical dispensaries planned
- 1 active 62k sq. ft. cultivation and manufacturing facility in Chester
- 1 additional cultivation and manufacturing facility under construction

# OH

### Market Overview

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

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



# NV

### Market Overview

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

# Verano Operations

- 5 active dispensaries
- 42k sq. ft. indoor cultivation and manufacturing facility expansion underway
- 10k sq. ft. indoor and manufacturing facility



# MD



### Market Overview

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

- 4 operating medical dispensaries
- 39k sq. ft. cultivation facility expansion is nearing completion

# $\mathsf{MN}$



- Medical
- 5.6M population
- 31k medical patients; 0.6% penetration
- Total market expected to grow from \$113M (2021) to \$166M (2026E)

# Verano Operations

- 8 operating medical dispensaries
- 87k sq. ft. indoor cultivation facility



# NY

### Market Overview



- 19.4M population
- ~140k medical patients; 0.7% penetration
- Total market expected to grow from \$149M (2021) to \$2.9B (2026E)

- 4 operating medical dispensaries, with option to open 4 additional dispensaries
- 64k sq. ft. indoor cultivation and manufacturing facility



# CT

### Market Overview

- · Adult-Use and medical
- 3.5M population
- ~60k medical patients; 1.6% penetration
- Total market expected to grow from \$149M (2021) to \$515M (2026E)

- 2 active dispensaries
- 217k sq. ft. indoor cultivation and manufacturing facility





# DEVELOPING MARKETS

MASSACHUSETTS, MICHIGAN, NEW MEXICO, ARKANSAS, WEST VIRGINIA

# MA



### Market Overview

- Adult-Use and medical markets
- 6.9M population
- 100k medical patients; 1.4% penetration
- Total market expected to grow from \$1.6B (2021) to \$2.3B (2026E)

# Verano Operations

- 2 adult-use dispensaries
- A 26k sq. ft. indoor cultivation and manufacturing facility under construction; first room expected to come online by end of Q3 2021

# MI



# Market Overview

- Adult-Use and medical markets
- 10M population
- 247k medical patients; 2.5% penetration
- Total market expected to grow from \$1.8B (2021) to \$2.8B (2026E)

# Verano Operations

• 1 medical & adult-use dispensary in Buchanan, MI (~30 min from South Bend and Elkhart, IN (directly across border)

# NM

### Market Overview

- Adult-use and medical
- 2.1M population
- ~92k medical patients; 4.4% penetration
- Total market expected to grow from \$264M (2021) to \$784.0M (2026E)

# Verano Operations

- 4 operating medical dispensaries, with option to open additional dispensaries
- 19k sq. ft. indoor cultivation facility



### Market Overview

- Medical
- 3M population
- 66.6k medical patients; 2.2% penetration
- Total market expected to grow from \$281M (2021) to \$623M (2026E)

# Verano Operations

• 1 medical dispensary in El Dorado

# WV

### Market Overview

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

- 4 operating adult-use dispensary with option to open and additional 3 dispensaries
- Approved for cultivation with current facility under construction







# **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-<br>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,    |    | December 31, |  |  |
|--|----|-------------|----|--------------|--|--|
|  |    | 2022        |    | 2021         |  |  |
|  |    | (Unaudited) | (A | s Restated)  |  |  |
| 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<br>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<br>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)

| (\$ in thousands)                                       | 7  | 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)

| (\$ in thousands)                          | 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)  |  |