



**VIREO HEALTH INTERNATIONAL, INC.**

**MANAGEMENT'S DISCUSSION & ANALYSIS**

**FOR THE THREE AND NINE MONTHS ENDED  
SEPTEMBER 30, 2020 AND 2019**

*(Expressed in United States Dollars)*

## **MD&A of Vireo Health International, Inc.**

This management discussion and analysis (“MD&A”) of the financial condition and results of operations of Vireo Health International, Inc., (the “Company” or “Vireo”) is for the three and nine months ended September 30, 2020 and 2019. It is supplemental to, and should be read in conjunction with, the Company’s unaudited condensed consolidated interim financial statements and the accompanying notes for the three and nine months ended September 30, 2020 and 2019. The Company’s financial statements are prepared in accordance with International Financial Reporting Standards (“IFRS”). Financial information presented in this MD&A is presented in United States dollars (“\$” or “US\$”), unless otherwise indicated. Further information about the Company and its operations can be obtained on [www.sedar.com](http://www.sedar.com).

The effective date of this MD&A is November 25, 2020.

The MD&A has been prepared by reference to the MD&A disclosure requirements established under National Instrument 51-102, *Continuous Disclosure Obligations* of the Canadian Securities Administrators.

### **Cautionary Note Regarding Forward-Looking Information**

This MD&A contains "forward-looking statements" and “forward-looking information” within the meaning of Canadian securities laws (“forward-looking statements”). Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based on management’s current beliefs, expectations or assumptions regarding the future of the business, future plans and strategies, operational results and other future conditions of the Company. In addition, the Company may make or approve certain statements in future filings with Canadian securities regulatory authorities, in press releases, or in oral or written presentation by representatives of the Company that are not statements of historical fact, made by the Company that address activities, events or developments that the Company expects or anticipates will or may occur in the future are forward-looking statements, including, but not limited to, statements preceded by, followed by or that include words such as “plans,” “expects” or “does not expect,” “is expected,” “look forward to,” “budget” “scheduled,” “estimates,” “forecasts,” “will continue,” “intends,” “the intent of,” “have the potential,” “anticipates,” “does not anticipate,” “believes,” “should,” “should not,” or variations of such words and phrases or indicates that certain actions, events or results “may,” “could,” “would,” “might,” or “will” “be taken,” “occur,” or “be achieved.” In particular, information regarding expectations for the potential benefits of any transactions; the anticipated benefits of strategic initiatives including cost-reduction measures; statements relating to the business and future activities of, and developments related to, the Company after the date of this MD&A, including such things as future business strategy, competitive strengths, goals, expansion and growth of the Company’s business, operations and plans. Forward-looking statements and information are based upon a number of estimates and assumptions of management in light of management’s experience and perception of trends, current conditions and expected developments, as well as other factors relevant in the circumstances, including assumptions in respect of current and future market conditions, the current and future regulatory environment; and the availability of licenses, approvals and permits. Although the Company believes that the expectations and assumptions on which such forward-looking information is based are reasonable, undue reliance should not be placed on the forward-looking information because the Company can give no assurance that they will prove to be correct.

By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that predictions, forecasts, projections and other forward-looking statements will not be achieved. We caution readers not to place undue reliance on these statements as a number of important factors could cause the actual results to differ materially from the beliefs, plans, objectives, expectations, anticipations, estimates and intentions expressed in such forward-looking statements. Risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company, as applicable, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information and statements include, among others, risks relating to the voting control of founder of the Company and the unpredictability caused by the existing capital structure; U.S. federal and state regulatory landscape and enforcement related to cannabis, including political risks; risks relating to anti-money laundering laws and regulations; other governmental and environmental regulations; public opinion and perception of the cannabis industry; risks related to the ability

to obtain and retain requisite regulatory approvals; risks that the satisfaction of other conditions to the consummation of the proposed acquisitions of the cannabis licensees in Nevada on the proposed terms and schedule will not occur; the potential impact of the announcement or consummation of the proposed acquisitions on relationships, including with regulatory bodies, employees, suppliers, customers and competitors; the diversion of management time on the proposed acquisitions; risks related to contracts with third party service providers; risks related to the enforceability of contracts; the limited operating history of the Company; reliance on the expertise and judgment of senior management of the Company; risks that assets will be deemed impaired in future periods; risks inherent in an agricultural business including infestation and other biological and microbiological risks; risks related to proprietary intellectual property and potential infringement by third parties; risks relating to financing activities including leverage; the limited operating history of the Company; risks relating to the management of growth; costs associated with the Company being a publicly traded company; illiquidity of the Company’s equity securities arising out of the potential loss of the Company’s status as a foreign private issuer under U.S. securities laws; increasing competition in the industry including the risk that market prices for the Company’s products decline; the inability of the Company to sell the ownership or assets of non-core subsidiaries; the risk that the exercise of stock options or warrants will cause the market price of the Company’s equity securities to decline; the risk that the Company is unable to commercialize its intellectual property; risks relating to energy costs; risks associated with cannabis products manufactured for human consumption including potential product recalls and claims related to inherent or other defects in products; reliance on key inputs, suppliers and skilled labor (the availability and retention of which are subject to uncertainty); risk of epidemic and pandemic including the COVID-19 pandemic of 2020 including the risk of delays or cost overruns on construction and other projects; information security risks including the risk of data breach and loss of personally identifiable information; ability and constraints on marketing products; fraudulent activity by employees, contractors and consultants; tax-related risks including increases in effective income and other tax rates; risks related to insurance including increases in premiums and required retention levels, as well as the risk that all risks may not be insurable at commercially reasonable costs; risks related to the economy generally; risk of litigation and adverse outcome of litigation; conflicts of interest; risks relating to certain remedies being limited and the difficulty to enforce judgments and effect service outside of Canada; risks related to future acquisitions or dispositions; sales of the Company’s stock or other securities by existing shareholders; the limited market for securities of the Company; limited research and data relating to cannabis; as well as those risk factors discussed elsewhere herein and in the listing statement of the Company dated March 19, 2019 available under the Company’s profile on www.sedar.com.

In accordance with the Canadian Securities Administrators Staff Notice 51-352 (Revised) – Issuers with U.S. Marijuana-Related Activities (“**Staff Notice 51-352**”), below is a table of concordance that is intended to assist readers in identifying those parts of this MD&A that address the disclosure expectations outlined in Staff Notice 51-352.

<b>Industry Involvement</b>	<b>Specific Disclosure Necessary to Fairly Present all Material Facts, Risks and Uncertainties</b>	<b>MD&amp;A Cross Reference</b>
<b>All Issuers with U.S. Marijuana-Related Activities</b>	<ul style="list-style-type: none"> <li>Describe the nature of the issuer's involvement in the U.S. marijuana industry and include the disclosures indicated for at least one of the direct, indirect and ancillary industry involvement types noted in this table.</li> </ul>	<p><i>Overview of the Company</i></p> <p><i>Regulatory Jurisdictions</i></p>
	<ul style="list-style-type: none"> <li>Prominently state that marijuana is illegal under U.S. federal law and that enforcement of relevant laws is a significant risk.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>
	<ul style="list-style-type: none"> <li>Discuss any statements and other available guidance made by federal authorities or prosecutors regarding the risk of enforcement action in any jurisdiction where the issuer conducts U.S. marijuana-related activities.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>
	<ul style="list-style-type: none"> <li>Outline related risks including, among others, the risk that third-party service providers could suspend or withdraw services and the risk that regulatory bodies could impose certain restrictions on the issuer's ability to operate in the U.S.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>
	<ul style="list-style-type: none"> <li>Given the illegality of marijuana under U.S. federal law, discuss the issuer's ability to access both public and private capital and indicate what financing options are / are not available in order to support continuing operations.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>

Industry Involvement	Specific Disclosure Necessary to Fairly Present all Material Facts, Risks and Uncertainties	MD&A Cross Reference
	<ul style="list-style-type: none"> <li>Quantify the issuer's balance sheet and operating statement exposure to U.S. marijuana-related activities.</li> </ul>	<p><i>Selected Financial Information</i></p> <p><b>Note: as of November 25, 2020, the major operations of the Company are only in the United States</b></p>
	<ul style="list-style-type: none"> <li>Disclose if legal advice has not been obtained, either in the form of a legal opinion or otherwise, regarding (a) compliance with applicable state regulatory frameworks and (b) potential exposure and implications arising from U.S. federal law.</li> </ul>	<p><i>Legal advice has been obtained</i></p>
<p><b>U.S. Marijuana Issuers with direct involvement in cultivation or distribution</b></p>	<ul style="list-style-type: none"> <li>Outline the regulations for U.S. states in which the issuer operates and confirm how the issuer complies with applicable licensing requirements and the regulatory framework enacted by the applicable U.S. state.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>
	<ul style="list-style-type: none"> <li>Discuss the issuer's program for monitoring compliance with U.S. state law on an ongoing basis, outline internal compliance procedures and provide a positive statement indicating that the issuer is in compliance with U.S. state law and the related licensing framework. Promptly disclose any non-compliance, citations or notices of violation which may have an impact on the issuer's license, business activities or operations.</li> </ul>	<p><i>Risks and Uncertainties (Legal Risk)</i></p>

## **OVERVIEW OF THE COMPANY**

Vireo Health International, Inc. is a physician-led cannabis company focused on building long-term, sustainable value by bringing the best of medicine, science, and engineering to the cannabis industry. With its core operations strategically located in five limited-license medical markets, through its wholly-owned, state-licensed subsidiaries, Vireo cultivates and manufactures proprietary, branded cannabis products and distributes these products through its growing network of Green Goods™ and other Vireo branded retail dispensaries as well as third-party locations in the markets in which Vireo's subsidiaries hold operating licenses.

In addition to developing and maintaining cannabis businesses in its core limited-license jurisdictions, Vireo's teams of scientific and medical staff and researchers are also focused on driving new products for state-based markets, innovation within the cannabis space and securing meaningful and protectable intellectual property. Through this dual-path approach to long-term value creation, Vireo believes it enhances the potential for shareholder returns.

Resurgent Biosciences, Inc., a wholly-owned subsidiary of Vireo, is a non-plant-touching entity that was formed with the intent of commercializing Vireo's intellectual property portfolio. This portfolio includes a patent for harm reduction in tobacco products as well as many other patent-pending opportunities that Vireo believes have potential to create additional value for shareholders through partnerships or other strategic alternatives.

While Vireo is not currently focused on substantial capital investment or expansion outside of its core markets, the Company does own additional non-core medical cannabis licenses or operations which may present opportunities for partnership or divestiture in the future.

### **Reverse Take Over (“RTO”) Transaction**

On March 18, 2019, Vireo Health, Inc. (“Vireo U.S.”) completed the reverse take-over transaction of the Vireo Health International Inc. (formerly Darien Business Development Corp. or “Darien”) (the “Transaction”) whereby Darien acquired all of the issued and outstanding shares of Vireo U.S. Following the completion of the Transaction, the former shareholders of Vireo U.S. acquired control of the Company as they owned a majority of the outstanding shares of the Company upon completion of the Transaction.

The Transaction does not constitute a business combination since Darien did not meet the definition of a business under IFRS 3. As a result, the transaction has been accounted for as an asset acquisition with Vireo U.S. being identified as the accounting acquirer and Darien being treated as the accounting acquired with the transaction being measured at the fair value of the equity consideration issued to Darien shareholders.

The Company recorded a listing expense of \$3,562,883 associated with the Transaction in the unaudited condensed consolidated interim statement of loss and comprehensive loss for the nine-month period ended September 30, 2019.

## **OPERATING SEGMENTS**

For the nine months ended September 30, 2020, the Company operated one reportable business segment: the cultivation, production, and sale of cannabis. The Company cultivates, manufactures and distributes cannabis products to third parties in wholesale markets and cultivates, manufactures and sells cannabis products directly to approved patients in its owned retail stores.

During the nine months ended September 30, 2020, the Company had operating revenue in seven states: Arizona, Maryland, Minnesota, New Mexico, New York, Ohio and Pennsylvania. Retail revenues were derived from sales in thirteen dispensaries throughout five states. During this period, the Company had one operational dispensary in Arizona, four in Minnesota, two in New Mexico, four in New York, and two in Pennsylvania. Wholesale revenues were derived from sales of products to third parties in the states of Arizona, Maryland, New York, and Ohio.

Results for the three- and nine-month periods ended September 30, 2020 and 2019 reflect “pro-forma” results which exclude contributions from the Company's former Pennsylvania Medical Solutions (“PAMS”) subsidiary, as Vireo announced the sale of the Company's equity interest in PAMS on August 11, 2020. As a result, financial performance of PAMS' wholesale business and manufacturing operations have been categorized under discontinued operations within this MD&A and the

Company's corresponding financial statements. In Pennsylvania, Vireo continues to operate dispensaries in Scranton and Bethlehem and is developing a dispensary in Stroud Township. On November 13, 2020, Jushi gave notice of the exercise of its option to purchase PDS from Vireo; the timing of the closing is uncertain as of the date of this document. On September 11, 2020, Vireo sold High Gardens to the former general manager of High Gardens; the sole consideration for this sale was a 10% royalty in perpetuity on all net revenues generated by High Gardens. On October 1<sup>st</sup>, 2020, Vireo announced that it has reached a definitive agreement with Ayr Strategies Inc. (CSE:AYR.A)(OTCQX:AYRSF), to sell all of the assets and liabilities of its affiliated company, Ohio Medical Solutions, LLC ("OMS"), for total consideration of \$4.85 million. This transaction is anticipated to close in Q1 2021.

## **REGULATORY JURISDICTIONS**

Each of Vireo's five core medical cannabis markets of New York, Minnesota, Arizona, New Mexico, and Maryland has the potential to enact adult-use legalization in the foreseeable future. When this change has occurred in several other state markets, many licensed operators have realized improved revenue growth, which affords Vireo's management optimism that it will be able to drive financial performance improvements in the future if these events occur in some or all of above noted states. In Arizona, the ballot initiative to legalize adult-use sales was apparently approved by Arizona voters on November 3rd, 2020, although the result has not yet been certified as of the date of this document. Vireo expects that adult-use sales will be permitted in Arizona beginning in late Q1 2021.

In Minnesota, the Company is one of only two licensed operators in the state. Vireo currently operates five retail dispensaries and one cultivation and processing facility of approximately 80,000 square feet. Additions to the states qualifying conditions for medical cannabis patients have contributed to increases in patient enrollment, and the legislature also recently granted Vireo three additional dispensary licenses which are currently in development and expected to be operational prior to year end 2020. These additional dispensary licenses, combined with the potential for the state to add dry flower to the list of allowed delivery methods, give Vireo's management team optimism that the Minnesota market remains a strong near-term growth opportunity for the Company.

In New York, Vireo was one of the original five licensed operators and is currently one of only 10 licensed operators in the state. Vireo currently operates four retail dispensaries and one cultivation and processing facility of approximately 60,000 square feet. It also operates a legal home-delivery business in New York. While Vireo believes the long-term opportunity in New York is substantial, recent performance has been impacted by neighboring states transitioning to recreational-use jurisdictions, as well as by increasing competition from other developing operators coupled with modest patient adoption growth in the program. New product introductions and the beginning of wholesale revenue streams may contribute to improving profit margins in the future. Vireo anticipates additional growth of its home delivery service.

In Pennsylvania, Vireo has three retail dispensary licenses (two of which are currently operational). The equity ownership of the cultivation and processing facility of approximately 90,000 square feet was sold with a close date of August 11, 2020. The Company's retail business is continuing to experience growth in this medical market. Retail menu expansion within this market during calendar year 2020 is expected to contribute to continued sales growth through an increasing array of higher margin products including flower, soft gels, and topicals.

In Maryland, the Company owns one retail dispensary license which is not currently operational, and it operates a cultivation and processing facility of 22,500 square feet to serve the wholesale market. Wholesale revenues have grown, driven in part by new product offerings and increased market penetration. Vireo plans to execute on its retail dispensary license around year end 2020 and retrofit its recently purchased 3-acre greenhouse facility in Massey MD to augment cultivation capacity. Vireo anticipates this cultivation facility will be operational in Q1 2021.

In Ohio, Vireo currently operates an approximately 11,000 square foot processing facility. The limited availability of biomass in the state limited processing revenue opportunity for much of fiscal year 2019 and the first nine months of 2020 as cultivators were ramping up production.

The Company's licenses in Arizona, Massachusetts, New Mexico, and Puerto Rico were acquired in conjunction with its RTO in March of 2019. Please refer to the Company's previous regulatory filings for more information regarding Vireo's RTO transaction.

In Arizona, Vireo operates and controls one retail dispensary, one processing facility, and outdoor cultivation facilities which includes a 9-acre expansion that became fully operational in Q3 of 2020.

In New Mexico, Vireo currently operates approximately 10,000 square feet of cultivation and processing and has two operational retail dispensaries. Vireo is working to expand cultivation in New Mexico. The expansion is anticipated to support the launch of wholesale sales and the opening of two additional retail dispensary locations during the second half of 2020.

In addition to these businesses, during 2020 the Company also incurred start-up expenses related to buildout and pre-revenue operations in non-core markets of Massachusetts and Puerto Rico. While these markets may offer future revenue opportunities, the Company's recent decision to focus its efforts and capital on core markets resulted in changes to future expectations regarding the overall revenue and profitability of its consolidated operations. On October 20, 2020, the Nevada Cannabis Compliance Board approved the transfers of ownership of MJ Distributing C201, LLC ("C201"), which holds a license to cultivate medical marijuana and a conditional license to cultivate recreational marijuana, and MJ Distributing P132, LLC ("P132"), which holds a license to produce medical marijuana and a conditional license to produce recreational marijuana, both of which licenses are tied to a site located in Caliente, Nevada, to a subsidiary of Vireo.

As at the time of Vireo's acquisition of these now non-core assets in 2019, global cannabis stocks were approaching all-time highs and valuation methodologies within the sector were predominantly tied to revenue growth expectations rather than cash flow or profitability metrics.

As calendar year 2019 progressed, several factors contributed to a more challenging operating environment for state-authorized cannabis businesses, including shifts in the regulatory landscape and public health concerns related to a sudden rise in the number of cases of lung disease illnesses associated with the use of, what appears to be, illicit-market vaporizer liquids. Growth capital for cannabis businesses became much more difficult to access during the second half of 2019, which caused Vireo's management to revise its operating strategies in order to prioritize capital allocation decisions to limited-license cannabis markets.

## **SELECTED FINANCIAL INFORMATION**

The following is selected financial data derived from the unaudited condensed interim consolidated financial statements of the Company for the three and nine months ended September 30, 2020 and 2019.

The selected consolidated financial information set out below may not be indicative of the Company's future performance:

	<b>For the Three Month Period Ended September 30,</b>		<b>For the Nine Month Period Ended September 30,</b>	
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
Retail Revenue	\$ 9,904,034	\$ 6,155,301	\$ 27,270,389	\$ 17,626,880
Wholesale Revenue	2,038,606	980,921	6,017,459	1,446,418
Total Revenues, net of discounts	\$ 11,942,640	\$ 7,136,222	\$ 33,287,848	\$ 19,073,298
Cost of Goods Sold (excluding biological assets)	6,846,390	5,381,906	21,388,666	11,530,883
<b>Gross Profit</b>	<b>\$ 5,096,250</b>	<b>\$ 1,754,316</b>	<b>\$ 11,899,182</b>	<b>\$ 7,542,415</b>
Total Expenses	6,943,562	8,247,986	31,663,589	17,193,745
Other Income (Expense)	10,535,832	(825,868)	6,769,188	(7,200,375)
<b>Operating Loss (excluding biological assets) Before Provision for Income Taxes</b>	<b>\$ 8,688,520</b>	<b>\$ (7,319,538)</b>	<b>\$ (12,995,219)</b>	<b>\$ (16,851,705)</b>
	<b>As at September 30, 2020</b>	<b>As at December 31, 2019</b>		
Current Assets	\$ 81,281,138	\$ 51,145,337		
Total Assets	\$ 129,149,144	\$ 105,208,852		
Current Liabilities	\$ 20,726,378	\$ 3,759,913		
Long-Term Liabilities	\$ 57,396,448	\$ 38,881,040		

**Three-months ended September 30, 2020 Compared to Three-months ended September 30, 2019**

Revenue

Revenue for the three-months ended September 30, 2020 was \$11,942,640, an increase of \$4,806,418 or 67% compared to revenue of \$7,136,222 for three-months ended September 30, 2019. The increase is primarily due to revenue contributions in retail business from Minnesota and Pennsylvania and the wholesale business in Maryland. Key performance drivers include increased market penetration of Vireo branded products in the Maryland and Ohio wholesale markets and increased patient demand in Minnesota, which is partially the result of increased qualifying conditions which helps contribute to growth in certified patient enrollments. The two retail dispensaries in Pennsylvania, opened in Q4 of 2019 also contributed significantly to year over year growth.

Retail revenue for the three-months ended September 30, 2020 was \$9,904,034 an increase of \$3,748,733 or 61% compared to retail revenue of \$6,155,301 for the three-months ended September 30, 2019. The increase is principally due to increases in patient count and average revenue per patient in Minnesota and New Mexico as well as the Pennsylvania dispensaries revenue.

Wholesale revenue for the three-months ended September 30, 2020 was \$2,038,606 an increase of \$1,057,685 compared to wholesale revenue of \$980,921 for the three-months ended September 30, 2019. The increase is principally due to the growth of wholesale operations in Maryland.

	<b>For the Three Months Ended September 30,</b>			
	<b>2020</b>	<b>2019</b>	<b>\$ Change</b>	<b>% Change</b>
<b><u>Retail:</u></b>				
MN	\$ 4,293,831	\$ 2,670,287	\$ 1,623,544	61%
NY	2,735,990	2,355,448	380,542	16%
AZ	928,718	819,928	108,790	13%
NM	621,728	309,638	312,090	101%
PA	1,323,767	-	1,323,767	N.M.
<b>Total Retail</b>	<b>\$ 9,904,034</b>	<b>\$ 6,155,301</b>	<b>\$ 3,748,733</b>	<b>61%</b>
<b><u>Wholesale:</u></b>				
AZ	\$ 541,388	\$ 634,738	\$ (93,350)	-15%
MD	1,178,516	158,513	1,020,003	643%
NY	181,236	187,270	(6,034)	-3%
OH	137,466	400	137,066	34267%
<b>Total Wholesale</b>	<b>\$ 2,038,606</b>	<b>\$ 980,921</b>	<b>\$ 1,057,685</b>	<b>108%</b>
<b>Total</b>	<b>\$ 11,942,640</b>	<b>\$ 7,136,222</b>	<b>\$ 4,806,418</b>	<b>67%</b>
PA Wholesale (Discontinued)	1,452,240	855,937	596,303	70%
<b>Total Wholesale w/ Disc. Ops.</b>	<b>\$ 3,490,846</b>	<b>\$ 1,836,858</b>	<b>\$ 1,653,988</b>	<b>90%</b>
<b>Total Revenue w/ Disc. Ops.</b>	<b>\$ 13,394,880</b>	<b>\$ 7,992,159</b>	<b>\$ 5,402,721</b>	<b>68%</b>
N.M. Not Meaningful				



Cost of Goods Sold & Biological Assets

Cost of goods sold are determined from costs related to the cultivation and manufacturing of cannabis and cannabis-derived products as well as the cost of finished goods inventory purchased from third parties.

Cost of goods sold, excluding any adjustments to the fair value of biological assets, for the three-months ended September 30, 2020 was \$6,846,390 an increase of \$1,464,484 compared to the cost of goods sold for the three-months ended September 30, 2019 which was \$5,381,906. This increase was driven most significantly by the increase in sales and patient demand in Minnesota and Pennsylvania retail operations, and Maryland and Ohio wholesale operations.

Unrealized fair value gain on growth of biological assets totaled \$2,908,834 for the three-months ended September 30, 2020, compared to a loss of (\$7,839,571) in the comparative period driven in part by cultivation costs, harvest timing and growth stage of plants in development.

Gross Profit

Gross profit before biological asset adjustments for the three-months ended September 30, 2020 was \$5,096,250 representing a gross margin of 43%. This is compared to gross profit before biological asset adjustments for the three-months ended September 30, 2019 of \$1,754,316 or a 25% gross margin. There were several contributing factors to an increased gross margin, including: operational efficiency gains across several markets, increased operating leverage through higher volumes in existing operations and planned upgrades to production facilities in 2019.

Total Expenses

Total expenses for the three-months ended September 30, 2020 were \$6,943,562, a decrease of \$1,304,424 compared to total expenses of \$8,247,986 for the three-months ended September 30, 2019, which represents 58% of revenue for the three-months ended September 30, 2020 compared to 116% of revenue for the comparative year. The decrease in total expenses was attributable primarily to a decrease in professional fees and selling, general and administrative expenses including start-up expenses related to buildout and pre-revenue operations in certain state-based markets.

Operating Income (Loss)

Operating loss for the three-months ended September 30, 2020 was \$(4,817,916), a favorable variance of \$10,359,467 compared to an operating loss of \$(15,177,383) for the three-months ended September 30, 2019.

Total Other Income (Expense)

Total other income for the three-months ended September 30, 2020 was \$10,535,832, a favorable variance of \$11,361,700 compared to total other expense of \$825,868 for the three-months ended September 30, 2019. This favorable variance is primarily attributable to a gain on the divestiture of a subsidiary of \$16,437,897.

Provision for Income Taxes

Income tax expense is recognized based on the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at year-end 2019. For the three-months ended September 30, 2020, Federal and State income tax expense totaled \$6,064,900 compared to a credit of \$3,506,000 for the three-months ended September 30, 2019. A deferred tax provision of \$3,390,000 is included in the income tax expense of \$6,064,900 for the three-months ended September 30, 2020; this expense is significantly impacted by the fair value of biological assets.

***Nine-months ended September 30, 2020 Compared to Nine-months ended September 30, 2019***

Revenue

Revenue for the nine-months ended September 30, 2020 was \$33,287,848, an increase of \$14,214,550 or 75% compared to revenue of \$19,073,298 for nine-months ended September 30, 2019. The increase is primarily due to revenue contributions in retail business from Minnesota and Pennsylvania, the wholesale business in Maryland, and the acquisitions in Arizona and New Mexico near the end of Q1 2019. Key performance drivers include increased market penetration of Vireo branded products in the Maryland, and Ohio wholesale markets, two Pennsylvania dispensaries that were opened in Q4 2019 and increased patient demand in Minnesota, which is partially the result of increased qualifying conditions which helps contribute to growth in certified patient enrollments.

Retail revenue for the nine-months ended September 30, 2020 was \$27,270,389 an increase of \$9,643,509 or 55% compared to retail revenue of \$17,626,880 for the nine-months ended September 30, 2019. The increase is principally due to increases in patient count and average revenue per patient in Minnesota, the retail dispensaries in Pennsylvania that were opened in Q4 of 2019 and the retail acquisitions in Arizona and New Mexico during Q1 2019.

Wholesale revenue for the nine-months ended September 30, 2020 was \$6,017,459 an increase of \$4,571,041 compared to wholesale revenue of \$1,446,418 for the nine-months ended September 30, 2019. The increase is principally due to the growth of wholesale operations in Maryland and the acquisitions of wholesale businesses in Arizona in Q1 2019.

	<b>For the Nine Months Ended September 30,</b>			
	<b>2020</b>	<b>2019</b>	<b>\$ Change</b>	<b>% Change</b>
<b><u>Retail:</u></b>				
MN	\$ 12,024,850	\$ 7,563,903	\$ 4,460,947	59%
NY	\$ 8,007,368	7,555,294	452,074	6%
AZ	\$ 2,976,038	1,823,672	1,152,366	63%
NM	\$ 1,658,096	684,011	974,085	142%
PA	\$ 2,604,037	-	2,604,037	N.M.
<b>Total Retail</b>	<b>\$ 27,270,389</b>	<b>\$ 17,626,880</b>	<b>\$ 9,643,509</b>	<b>55%</b>
<b><u>Wholesale:</u></b>				
AZ	\$ 2,325,291	\$ 1,043,760	\$ 1,281,531	123%
MD	\$ 2,811,138	214,988	2,596,150	1208%
NY	\$ 504,735	187,270	317,465	170%
OH	\$ 376,295	400	375,895	N.M.
<b>Total Wholesale</b>	<b>\$ 6,017,459</b>	<b>\$ 1,446,418</b>	<b>\$ 4,571,041</b>	<b>316%</b>
<b>Total</b>	<b>\$ 33,287,848</b>	<b>\$ 19,073,298</b>	<b>\$ 14,214,550</b>	<b>75%</b>
PA Wholesale (Discontinued)	\$ 3,521,867	1,890,965	1,630,902	86%
<b>Total Wholesale w/ Disc. Ops.</b>	<b>\$ 9,539,326</b>	<b>\$ 3,337,383</b>	<b>\$ 6,201,943</b>	<b>186%</b>
<b>Total Revenue w/ Disc. Ops.</b>	<b>\$ 36,809,715</b>	<b>\$ 20,964,263</b>	<b>\$ 15,845,452</b>	<b>76%</b>
N.M. Not Meaningful				

### Cost of Goods Sold & Biological Assets

Cost of goods sold are determined from costs related to the cultivation and manufacturing of cannabis and cannabis-derived products as well as the cost of finished goods inventory purchased from third parties.

Cost of goods sold, excluding any adjustments to the fair value of biological assets, for the nine-months ended September 30, 2020 was \$21,388,666 an increase of \$9,857,783 compared to the cost of goods sold for the nine-months ended September 30, 2019 which was \$11,530,883. This increase was driven most significantly by the increase in sales and patient demand in Minnesota and Pennsylvania retail operations, Maryland wholesale operations, and the acquisitions in Arizona and New Mexico in Q2 2019.

Unrealized fair value gain on growth of biological assets totaled \$35,022,152 for the nine-months ended September 30, 2020, compared to a gain of \$11,994,442 in the comparative period driven in part by cultivation costs, harvest timing and growth stage of plants in development.

### Gross Profit

Gross profit before biological asset adjustments for the nine-months ended September 30, 2020 was \$11,899,182 representing a gross margin of 36%. This is compared to gross profit before biological asset adjustments for the nine-months ended September 30, 2019 of \$7,542,415 or a 40% gross margin. There were several contributing factors to a decreased gross margin, including: continued planned overcapacity in several production facilities; a temporary increase in the mix of sales in wholesale versus retail markets; and product sales mix shift to address demand for concentrated distillate products, partially offset by increased operational efficiency across several markets.

### Total Expenses

Total expenses for the nine-months ended September 30, 2020 were \$31,663,589, an increase of \$14,469,844 compared to total expenses of \$17,193,745 for the nine-months ended September 30, 2019, which represents 95% of revenue for the nine-months ended September 30, 2020 compared to 90% of revenue for the comparative year. The increase in total expenses was attributable primarily to an increase in salaries and wages and share based compensation.

### Operating Loss

Operating loss for the nine-months ended September 30, 2020 was \$3,584,638, a favorable variance of \$5,506,032 compared to an operating loss of \$9,090,670 for the nine-months ended September 30, 2019.

### Total Other Income (Expense)

Total other income for the nine-months ended September 30, 2020 was \$6,769,188, a favorable variance of \$13,969,563 compared to other expense of \$7,200,375 for the nine-months ended September 30, 2019. This favorable variance is primarily attributable to a gain on the divestiture of a subsidiary of \$16,437,897.

### Provision for Income Taxes

Income tax expense is recognized based on the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at year-end 2019. For the nine-months ended September 30, 2020, Federal and State income tax expense totaled \$12,527,000 compared to a credit of \$649,000 for the nine-months ended September 30, 2019. A deferred tax provision of \$7,952,000 is included in the income tax expense of \$12,527,000 for the nine-months ended September 30, 2020; this expense is significantly impacted by the fair value of biological assets.

## **NON-IFRS MEASURES**

EBITDA and Adjusted EBITDA are non-IFRS measures and do not have standardized definitions under IFRS. The following information provides reconciliations of the supplemental non-IFRS financial measures, presented herein to the most directly comparable financial measures calculated and presented in accordance with IFRS. The Company has provided the non-IFRS financial measures, which are not calculated or presented in accordance with IFRS, as supplemental information and in addition to the financial measures that are calculated and presented in accordance with IFRS. These supplemental non-IFRS financial measures are presented because management has evaluated the financial results both including and excluding the adjusted items and believe that the supplemental non-IFRS financial measures presented provide additional perspective and insights when analyzing the core operating performance of the business. These supplemental non-IFRS financial measures should not be considered superior to, as a substitute for or as an alternative to, and should be considered in conjunction with, the IFRS financial measures presented.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>Net income (loss)</b>	\$ 122,252	\$ (14,565,506)	\$ (10,878,988)	\$ (19,884,720)
Interest expense, net	1,356,834	871,781	3,711,904	2,262,258
Accretion expense	19,669	72,976	59,009	123,238
Income taxes	6,064,900	(3,506,000)	12,527,000	(649,000)
Depreciation	355,450	515,486	1,200,729	1,057,566
Amortization	153,357	727,731	461,737	1,512,775
<b>EBITDA (non-IFRS)</b>	\$ 8,072,462	\$ (15,883,532)	\$ 7,081,391	\$ (15,577,883)
Net fair value adjustments	2,970,604	8,683,713	(16,179,769)	(560,660)
Listing expense	-	-	-	3,496,843
Acquisition related costs	-	-	-	739,880
Gain (Loss) on Derivative Liability	4,066,335	-	5,032,537	-
Inventory adjustment	151,328	(346,493)	316,618	406,203
Share-based compensation	524,052	229,916	12,245,412	686,868
Severance Expense	-	-	339,997	-
Loss from discontinued operations	(469,236)	2,068,255	1,536,538	4,242,675
Loss on assets held for sale	446,544	-	446,544	-
Gain on sale of discontinued operations	(16,437,897)	-	(16,437,897)	-
<b>Adjusted EBITDA (non-IFRS)</b>	\$ (675,808)	\$ (5,248,141)	\$ (5,618,629)	\$ (6,566,074)

*Net Loss Per Share - basic and diluted for the nine months ended September 30, 2020 and 2019 was \$(0.12) and \$(0.56), respectively.*

## **DRIVERS OF RESULTS OF OPERATIONS**

### **Revenue**

The Company derives its revenue from cultivating, manufacturing, and distributing cannabis products through its thirteen dispensaries in five states and its wholesale sales to third parties in four states. For the nine months ended September 30, 2020, 82% of the revenue was generated from retail business and 18% from wholesale business. For the nine months ended September 30, 2019, 92% of the revenue was generated from retail dispensaries and 8% from wholesale business.

For the nine months ended September 30, 2020, Minnesota contributed approximately 36% of revenues, New York operations contributed 26%, while Arizona contributed 16%, Maryland contributed 8%, Pennsylvania contributed 8%, New Mexico contributed 5%, and Ohio contributed 1%.

For the nine months ended September 30, 2019, New York operations contributed approximately 41% of revenues, Minnesota contributed 40%, Arizona contributed 15%, New Mexico contributed 4%, and Maryland contributed 1%.

### **Gross Profit**

Gross profit reflects total net revenue less cost of goods sold. Cost of goods sold represents the costs attributable to producing finished goods, which includes direct materials, labor, and certain indirect costs such as depreciation, insurance and utilities. Cannabis costs are affected by various state regulations that limit the sourcing and procurement of cannabis product, which may create fluctuations in gross profit over comparative periods as the regulatory environment changes.

During the quarter ended September 30, 2020, the Company continued to focus on the profitability of the Company's operations in its core markets of Minnesota, New York, Pennsylvania, Maryland, Arizona and New Mexico as well as its production facility in Ohio.

The Company's current production capacity has not been fully realized and future gross profits are expected to increase with revenue growth reflective of higher demand, increased product output and new product development. However, the Company expects gradual price compression as markets mature that could place downward pressure on the Company's retail and wholesale gross margins.

### **Total Expenses**

Total expenses other than the cost of goods sold consist of selling costs to support customer relationships, marketing, and branding activities. It also includes a significant investment in the corporate infrastructure required to support ongoing business.

Selling costs generally correlate to revenue. As a percentage of sales, the Company expects selling costs to remain relatively flat in its more established operational markets (Minnesota, New York and Arizona) and increase in developing markets as business continues to grow (New Mexico and Maryland). The increase is expected to be driven primarily by the growth of retail and wholesale channels to sustainable market share.

General and administrative expenses also include costs incurred at the corporate offices, primarily related to personnel costs, including salaries, benefits, and other professional service costs, as well as corporate insurance, legal and professional fees associated with being a publicly traded company. The Company expects this spend to decrease as a percentage of revenue as sales continue to ramp in all markets. It is anticipated that stock-based compensation expenses will continue to persist in order to recruit and retain competitive talent.

The Company implemented several strategic initiatives in order to optimize its cost structure and operating model. The objectives of these initiatives are to build sustainable value with changing market conditions and to improve the Company's operating performance. These initiatives included shuttering the New York corporate office, the related termination of office leases, the reduction of its workforce by 9% (37 FTEs) and the elimination of certain other costs. Further savings are anticipated starting Q1 2021 as the company will not renew certain office space leases in Minneapolis.

## **SUMMARY OF QUARTERLY RESULTS**

The following tables presents financial information inclusive of both continuing and discontinued operations for the most recently prepared quarters:

<b>Period</b>	<b>Total Revenue</b>	<b>Net Effect of Changes in Fair Value of Biological Assets</b>	<b>Net Income (Loss)</b>
Quarter Ended September 30, 2020*	\$ 13,394,880	\$ (2,194,058)	\$ 122,252
Quarter Ended June 30, 2020*	12,215,365	10,676,047	(8,977,461)
Quarter Ended March 31, 2020	12,118,567	7,956,973	(2,023,779)
Quarter Ended December 31, 2019	8,991,909	3,344,127	(37,125,766) [1]
Quarter Ended September 30, 2019	7,992,159	(9,665,609)	(14,565,504)
Quarter Ended June 30, 2019	7,194,312	3,922,150	(1,872,457)
Quarter Ended March 31, 2019	5,777,792	5,038,995	(3,446,759)
Quarter Ended December 31, 2018	5,627,241	3,608,572	(1,182,621)

[1] Intangible asset write-offs of \$28,265,850 to reflect changing market conditions in non-core markets.

\* The numbers included herein include PAMS, a subsidiary whose operating results were included in the accompanying financial statements only as income/loss from discontinued operations in the statement of loss and comprehensive loss.

Revenues have increased in each quarter over quarter period through the three-months ended September 30, 2020, primarily due to market share growth in the Maryland wholesale market, the inclusion of operations for the full period in Arizona and New Mexico and increase in patient sales and average transaction revenue in Minnesota. In addition, the Company had 13 operating dispensaries as of September 30, 2020, compared to 11 operating dispensaries as of September 30, 2019. There were no other significant factors, either economic or industry-wide relating to customer buying patterns, competition, production output, or selling practices that contributed to quarterly variances.

## **LIQUIDITY, FINANCING ACTIVITIES DURING THE PERIOD, AND CAPITAL RESOURCES**

As of September 30, 2020, the Company had total current liabilities of \$20,726,378 (\$3,759,913 as of December 31, 2019) and cash of \$16,281,768 (\$7,641,673 as of December 31, 2019) to meet its current obligations. As of September 30, 2020, the Company had working capital of \$60,554,760 up \$13,169,336 compared to December 31, 2019 driven mainly by the proceeds from an asset sale and a private placement and increased revenues during the period.

On March 9, 2020, the Company closed the first tranche of a non-brokered private placement offering of 13,651,574 units of the Company (the "Units"). The Offering was authorized at a price per Unit of CAD \$0.77 for up to a total amount of U.S. \$10,000,000. Each Unit is comprised of one subordinate voting share in the capital of Vireo (a "Share") and one subordinate voting share purchase warrant of Vireo (a "Warrant"). Each Warrant entitles the holder to purchase one Share (a "Warrant Share") for a period of three years from the date of issuance at an exercise price of CAD \$0.96 per Warrant Share, subject to adjustment in certain events. The proceeds from this transaction were \$7,613,490 net of share issuance costs of \$104,173. Vireo has the right to force the holders of the Warrants to exercise the Warrants into Shares if, prior to the maturity date, the five-trading-day volume weighted-average price of the Shares equals or exceeds CAD \$1.44, subject to adjustment in certain events. On November 16, 2020, the Company announced the forced redemption of warrants issued in conjunction with the March 2020 private placement.

The Company is an early-stage growth company. It is generating cash from sales and is deploying its capital reserves to develop assets capable of producing additional revenues and earnings. Capital reserves are also being utilized for capital expenditures and improvements in existing facilities, product development and marketing, as well as to improve the customer experience and operational efficiencies. The Company's ability to fund its operating strategies and make planned capital expenditures is dependent on operating cash flows and the Company's ability to access capital markets. Such abilities are subject to prevailing economic conditions, as well as financial, business and other factors, some of which are beyond the Company's control.

## Cash Flows

### Cash Used in Operating Activities

Net cash used in operating activities was \$6.1 million for the nine months ended September 30, 2020, a decrease of \$10.3 million as compared to the nine months ended September 30, 2019. The decrease is primarily attributed to our revenue growth and reduced SG&A spending.

### Cash Flow from Investing Activities

Net cash from investing activities was \$12.5 million for the nine months ended September 30, 2020, compared to net cash used of \$21.4 million the nine months ended September 30, 2019. The decrease is primarily attributable to cash proceeds received from the divestiture of the Company's PAMS subsidiary and Q1 2019 cash use of \$10.0 million the purchases of the equity interest of Elephant Head Farms, LLC and Retail Management Associates, LLC in Arizona and \$2.0 million cash used for the asset purchases of Silver Fox Management Services LLC in New Mexico.

### Cash Flow from Financing Activities

Net cash provided by financing activities was \$2.4 million for the nine months ended September 30, 2020, a decrease of \$42.1 million as compared to the nine months ended September 30, 2019. The decrease was principally due to the receipt of \$51.4 million in proceeds from the RTO and other private placements during the three-months ended March 31, 2019. Offsetting these cash receipts were share issuance costs of \$3.2 million and \$5.2 million in lease payments. In addition, on March 9, 2020, the Company closed the first tranche of a non-brokered private placement and issued 13,651,574 Units at a price of C\$ \$0.77 per Unit. Proceeds from this transaction were \$7,613,480 net of share issuance costs of \$104,173.

## Lease Transactions

The Company has entered into lease agreements for the use of buildings used in cultivation, production and sales of cannabis products in Arizona, Maryland, Minnesota, New Mexico, New York, Ohio, Pennsylvania, and Puerto Rico.

The lease agreements for all of retail space used for its dispensary operations are with third-party landlords and remaining duration ranges from 1 to 6 years. These agreements are short-term facility leases that require the Company to make monthly rent payments as well as funding common area costs, utilities and maintenance. In some cases, the Company has received Tennent Improvement funds to assist in the buildout of the space to meet the Company's operating needs. As of March 31, 2020, the Company had 7 retail locations secured under these agreements.

The Company has also entered into sale and leaseback arrangements for its cultivation and manufacturing facilities in Minnesota, New York, and Ohio with a special-purpose real estate investment trust. These leases are long-term agreements that provide, among other things, funds to make certain improvements to the property that will significantly enhance production capacity and operational efficiency of the facility.

The Company received commitments for a total of \$1,420,000 for tenant improvements as per the terms of its cultivation and manufacturing lease agreements during the nine months ended September 30, 2020. Excluding any contracts under one year in duration, the future minimum lease payments (principal and interest) on the all the Company's leases is as follows:

	<b>September 30, 2020</b>
2020	\$ 1,399,486
2021	5,392,514
2022	5,496,032
2023	5,548,260
2024	5,639,889
Thereafter	74,558,108
Total minimum lease payments	98,034,289
Effect of discounting	(75,246,086)
Present value of minimum lease payments	22,788,203
Current portion lease obligations	(776,541)
Long term lease obligations	\$ 22,011,662

## **ADDITIONAL INFORMATION**

### **Outstanding Share Data**

As at August 26, 2020, the Company had 37,952,477 shares outstanding, consisting of the following:

(a) *Subordinate voting shares*

37,337,138 shares issued and outstanding. The holders of subordinate voting shares are entitled to receive dividends which may be declared from time to time and are entitled to one vote per share at all stockholder meetings. All subordinate voting shares are ranked equally with regards to the Company's residual assets. The Company is authorized to issue an unlimited number of no-par value subordinate voting shares.

(b) *Multiple voting shares*

549,928 shares issued and outstanding. The holders of multiple voting shares are entitled to one hundred votes per share at all stockholder meetings. Each multiple voting share is exchangeable for one hundred subordinate voting shares. The Company is authorized to issue an unlimited number of multiple voting shares.

(c) *Super voting shares*

65,411 shares issued and outstanding. The holders of super voting shares are entitled to one thousand votes per share at all stockholder meetings. Each super voting share is exchangeable for one hundred subordinate voting shares. The Company is authorized to issue an unlimited number of super voting shares.

(d) *Options, Warrants, and Convertible Promissory Notes*

As of September 30, 2020, the company has 24,653,266 employee stock options outstanding, as well as 30,295,466 advisory and compensation warrants related to financing activities, and \$833,408 outstanding in convertible promissory notes related to recent acquisitions.

### **Off-Balance Sheet Arrangements**

As of the date of this filing, the Company does not have any off-balance-sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of the Company, including, and without limitation, such considerations as liquidity and capital resources.

### **Management's Responsibility for Financial Information**

The Company's financial statements and the other financial information included in this management report are the responsibility of the Company's management and have been examined and approved by the Company's audit committee and Board of Directors. The accompanying financial statements are prepared by management in accordance with IFRS and include certain amounts based on management's best estimates using careful judgment. The selection of accounting principles and methods is management's responsibility.

Management recognizes its responsibility for conducting the Company's affairs in a manner to comply with the requirements of applicable laws and established financial standards and principles, and for maintaining proper standards of conduct in its activities.

The Board of Directors supervises the financial statements and other financial information through its audit committee, which is comprised of two non-management directors.

This committee's role is to examine the financial statements and recommend that the Board of Directors approve them, to examine the internal control and information protection systems and all other matters relating to the Company's accounting and finances. In order to do so, the audit committee meets annually with the external auditors, with or without the Company's management, to review their respective audit plans and discuss the results of their examination. This committee is responsible for recommending the appointment of the external auditors or the renewal of their engagement.



### **Transactions Between Related Parties**

Key management personnel include those persons having the authority and responsibility of planning, directing, and executing the activities of the Company. The Company has determined that its key management personnel consists of all six directors and the Company's Chief Financial Officer.

Key management personnel compensation during the nine-month period ended September 30, 2020 and 2019 were as follows:

- Salaries and wages paid to key management personnel in the amount of \$721,001 for the nine-months ended September 30, 2020 and \$970,253 for the nine-months ended September 30, 2019.
- Director Fees paid to key management personnel in the amount of \$87,500 for the nine-months ended September 30, 2020 and \$nil for the nine-months ended September 30, 2019.
- Share based compensation paid to key management personnel in the amount of \$11,066,888 for the nine-months ended September 30, 2020 and \$198,000 for the nine-months ended September 30, 2019.
- As of September 30, 2020, and December 31, 2019 – \$nil and \$106,113 was due to related parties, respectively.
- During the nine-month period ended September 30, 2020 and 2019, the Company paid a related party, Salo, LLC for contract staffing expenses in the amount of \$126,896 and \$86,944, respectively.
- Kyle Kingsley, Amber Shimpa, Ari Hoffnung and Stephen Dahmer own Ohio Medical Solutions, Inc; the Company previously entered into and the Company executed a management agreement and option to purchase that gives the Company effective control over it. As noted, OMS has agreed to sell substantially all of its assets for a cash purchase price of USD\$1.15 million. As a result, all of the proceeds of the sale will revert to the Company.

### **Proposed Transaction**

On November 14, 2018, a Vireo subsidiary entered into agreements (the "NV Purchase Agreements") to acquire C201P132. The NV Purchase Agreements were amended on March 29, 2019, April 5, 2019 and April 11, 2019. Also on April 11, 2019, the parties entered into escrow agreements, which provided, among other things, for the deposit with an escrow agent of the cash and other consideration and the closing documents, including the assignments of the ownership of C201 and P132, which escrows are to be released upon the satisfaction of certain conditions including approval of the ownership transfers by the State of Nevada Cannabis Compliance Board ("NCCB"), successor regulator to the Nevada Department of Taxation ("NDOT"). On October 17, 2019, prior to approval of the transfers of ownership of C201 and P132, NDOT announced an extended review period for transfers and changes of ownership of cannabis licensees, stating that NDOT would not be processing any new or existing applications for transfers or changes of ownership while the extended review was in place. On October 20, 2020, NCCB approved the transfers of ownership of C201 and P132. Notwithstanding the extended review, the Company has expended approximately \$1.9 million to procure entitlements and develop the Caliente site to facilitate prompt market entry. Vireo expects to close on the acquisitions of C201 and P132 prior to December 31, 2020. If the Company fails to close on these acquisitions, it could have a material, adverse effect on Vireo's financial projections and business.

### **Subsequent Events**

On October 1, 2020, the Company reached a definitive agreement with Ayr Strategies Inc. ("Ayr") to sell all of the assets and liabilities of its affiliated company, Ohio Medical Solutions, LLC ("OMS") for \$1.15 million in cash.

On November 5, 2020, the Company entered into a non-binding term sheet with Green Ivy Capital and its affiliates (the "Lenders") on a senior secured, delayed draw term loan (the "Credit Facility") with an aggregate principal amount of up to \$46,000,000. The Lenders are not obligated to fund unless and until definitive loan documents are executed, which is anticipated in December.

On November 16, 2020, the Company announced the forced redemption of warrants issued in conjunction with the March 2020 private placement. The Company's management expects redemptions to result in CAD \$13.1 million of cash proceeds

In March 2020 and continuing through the effective date of this MD&A, there was a global outbreak of a new strain of coronavirus, COVID-19. The global and domestic response to the COVID-19 pandemic continues to rapidly evolve. Thus far,

certain responses to the COVID-19 outbreak have included mandates from federal, state and/or local authorities that required temporary closure of many businesses and cessation of public events. While the Company's medical cannabis business has been deemed "essential" in each of the states in which we currently operate, substantial job losses resulting in millions of people filing new applications for unemployment benefits as of the date of these financial statements, many of whom are likely our customers, A reduction in the income or financial security of our customers could result in a material impact to the Company's future results of operations, cash flows and financial condition. Vireo has taken a very proactive approach to protection of its customers and team during the COVID-19 outbreak, with the early implementation of procedures including the use of personal protective equipment, alternative staffing models and sanitation protocols.

### **Outlook**

Vireo has a focused outlook for the remainder of fiscal year 2020. Vireo anticipates the investments made through the second half of 2020, along with execution of core market strategies will yield organic revenue growth for the foreseeable future. This, coupled with reduced SG&A expenses, will substantially reduce the operating outflow of cash throughout fiscal year 2020. With a renewed focus on its core markets, Vireo is anticipating making further investments in capital expenditures for facility build outs, scaling and market expansion.

Vireo remains focused on the prudent deployment of capital into the highest yield opportunities and achieving free cash flow. Vireo is also focused on margin expansion via operational efficiencies and economies of scale in our 5 core markets with the aim to be a very low-cost producer in each market. The high likelihood of multiple regulatory changes across the Vireo footprint, including AZ, NY, MD and NM potentially all transitioning to adult use regulation may lead to significant increases in utilization of Vireo's existing scale and the need to further expand existing operations. Vireo has taken a forward-looking approach to obtain production facilities that are not landlocked and allow for substantial expansion. The recently completed 10-acre campus in AZ, purchase of the three-acre cultivation facility in Maryland, along with the recent option to purchase 96 additional acres in NY demonstrate this large-scale approach to production.

Vireo's retail strategy is focused on sequential improvement of our retail footprint with new stores opening in MN (4), MD (1) and NM (2) in the next few months along with rebranding to our Green Goods retail concept. We anticipate rebranding of our New York retail portfolio, including our Queens cannabis superstore, to Green Goods in 2021, prior to potential adult use implementation.

## **CRITICAL ACCOUNTING ESTIMATES AND POLICIES**

The accounting policies set out below have been applied consistently to all periods presented.

### **(a) Critical accounting estimates and judgements**

The application of the Company's accounting policies requires management to make judgements, estimates and assumptions about future events that affect the amounts reported in the consolidated financial statements and related notes to the financial statements. Although these estimates are based on management's best knowledge of the amount, event or actions, actual results may differ from those estimates. Estimates and judgements are continuously evaluated and are based on management's experience and other factors, including expectations of future events that are believed to be reasonable.

Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected. The information about significant areas of estimation uncertainty and judgment considered by management in preparing these consolidated financial statements is as follows:

#### *Estimated useful lives and depreciation of property and equipment*

Depreciation of property and equipment is dependent upon estimates of useful lives, which are determined through the exercise of judgment. The assessment of any impairment of these assets is dependent upon estimates of recoverable amounts that take into account factors such as economic and market conditions and the useful lives of assets.

#### *Estimated useful lives, impairment considerations and amortization of intangible assets*

Amortization of intangible assets is dependent upon estimates of useful lives based on management's judgement.

Goodwill and indefinite life intangible asset impairment testing require management to make estimates in the impairment testing model. On an annual basis, the Company tests whether goodwill and indefinite life intangible assets are impaired.

Impairment of definite-lived assets is influenced by judgement in defining a CGU and determining the indicators of impairment, and estimates used to measure impairment losses.

The recoverable value of indefinite and definite long-lived assets is determined using discounted future cash flow models, which incorporate assumptions regarding future events, specifically future cash flows, growth rates and discount rates.

#### *Biological assets and inventory*

In calculating the value of the biological assets and inventory, management is required to make a number of estimates, including estimating the stage of growth of the cannabis plant up to the point of harvest, harvesting costs, selling costs, sales price, wastage and expected yields of the cannabis plant. In calculating final inventory values, management is required to determine an estimated fail rate and compare the inventory cost to estimated net realizable value.

#### *Expected credit loss*

Management determines expected credit loss by evaluating individual receivable balances and considering customers' financial condition and current economic conditions. Accounts receivable are written off when deemed uncollectible. Recoveries of accounts receivable previously written off are recorded as income when received. All receivables are expected to be collected within one year of the year ended.

#### *Intangible assets*

Intangible assets are recorded at cost less accumulated amortization and impairment losses, if any. Intangible assets acquired in a business combination are measured at fair value at the acquisition date. Amortization of definite life intangible assets is recognized on a straight-line basis over their estimated useful lives.

### *Impairment of long-lived assets*

Long-lived assets, including property and equipment and intangible assets, are reviewed for impairment at each statement of financial position date or whenever events or changes in circumstances indicate that the carrying amount of an asset exceeds its recoverable amount. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the cash-generating unit, or “CGU”). The recoverable amount of an asset or a CGU is the higher of its fair value, less costs of disposal, and its value in use. If the carrying amount of an asset exceeds its recoverable amount, an impairment charge is recognized immediately in profit or loss by the amount by which the carrying amount of the asset exceeds the recoverable amount. Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the lesser of the revised estimate of recoverable amount, and the carrying amount that would have been recorded had no impairment loss been recognized previously.

### *Derivative Liabilities*

The fair value of the derivative liability is subject to assumptions. The valuation of the derivative liability is valued using pricing models such as the Black-Scholes valuation model. The valuation model requires the input of highly subjective assumptions including the expected stock price volatility. Because the derivative liability has characteristics significantly different from those of traded options and because the subjective input assumptions can materially affect the calculated fair value, such value is subject to measurement uncertainty. By their nature, these estimates are subject to measurement uncertainty and the effect on the consolidated financial statements of changes in estimates in future periods could be significant.

### *Income taxes*

The measurement of deferred income tax provision is subject to uncertainty associated with the timing of future events and changes in legislation, tax rates and interpretations by tax authorities. The estimation of taxes includes evaluating the recoverability of deferred tax assets based on an assessment of the Company’s ability to utilize the underlying future tax deductions against future taxable income prior to expiry of those deductions. Management assesses whether it is probable that some or all of the deferred income tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income, which in turn is dependent upon the successful operations of the Company. To the extent that management’s assessment of the Company’s ability to utilize future tax deductions changes, the Company would be required to recognize more or fewer deferred tax assets, and deferred tax provisions or recoveries could be affected.

### *Fair value of stock options and warrants*

Determining the fair value of warrants and stock options requires judgments related to the choice of a pricing model, the estimation of volatility, the expected forfeiture rate and the expected term of the underlying instruments. Any changes in the estimates or inputs utilized to determine fair value could result in a significant impact on the Company’s future operating results or on other components of equity.

### *Business combinations*

Judgement is used in determining whether an acquisition is a business combination or an asset acquisition. In determining the allocation of the purchase price in a business combination, including any acquisition-related contingent consideration, estimates including market based and appraisal values are used. The contingent consideration is measured at its acquisition-date fair value and included as part of the consideration transferred in a business combination. Contingent consideration that is classified as equity is not re-measured at subsequent reporting dates and its subsequent settlement is accounted for within equity. Contingent consideration that is classified as an asset or liability is re-measured at subsequent reporting dates in accordance with IAS 39, or IAS 37, as appropriate, with corresponding gain or loss being recognized in profit or loss.

The Company measures all assets acquired and liabilities assumed at their acquisition-date fair values. Non-controlling interests in the acquiree are measured on the basis of the non-controlling interests’ proportionate share of this equity in the acquiree’s identifiable net assets. Acquisition-related costs are recognized as expenses in the periods in which the costs are incurred and the services are received (except for the costs to issue debt or equity securities which are recognized according to specific

requirements). The excess aggregate of (a) the consideration transferred to obtain control, the amount of any non-controlling interest in the acquire over (b) the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed, is recognized as goodwill as of the acquisition date.

**(b) Derivative Liability**

Share purchase warrants outstanding during the three months ended March 31, 2020, met the criteria of a derivative instrument liability because they were exercisable in a currency other than the functional currency of the Company and thus did not meet the “fixed-for-fixed” criteria. As a result, the Company was required to separately account for the warrants as a derivative instrument liability recorded at fair value and marked-to-market each period with the changes in the fair value each period charged or credited to loss. Changes in fair value are recognized as gain/loss on derivative liability until the warrants are exercised or expire.

**(c) New or amended standards adopted effective January 1, 2020**

The Company has not adopted any new or amended IFRS standards during the period ended September 30, 2020.

**(d) COVID-19 Pandemic**

The Company’s business could be materially and adversely affected by the outbreak of a widespread epidemic or pandemic or other public health crisis, including arising from the novel strain of the coronavirus known as “COVID-19.” This has resulted in significant economic uncertainty and consequently, it is difficult to reliably measure the potential impact of this uncertainty on our future financial results.

**RISKS AND UNCERTAINTIES**

In addition to the risks and uncertainties set forth in the Company’s public filings, risks and uncertainties not presently known to the Company or currently deemed immaterial by the Company, may also impair the operations of the Company. If any such risks actually occur, shareholders of the Company could lose all or part of their investment and the business, financial condition, liquidity, result of operations and prospects of the Company could be materially adversely affected and the ability of the Company to implement its growth plans could be adversely affected. The Company is subject to various risks and uncertainties that could have a material impact on the Company, its financial performance, condition and outlook.

**Credit Risk**

Credit risk is the risk of loss associated with counterparty’s inability to fulfill its payment obligations. The Company’s credit risk is primarily attributable to cash and receivables. A small portion of cash is held on hand, from which management believes the risk of loss is remote. Receivables relate primarily to wholesale sales. The Company does not have significant credit risk with respect to customers. The Company’s maximum credit risk exposure is equivalent to the carrying value of these instruments. The Company has been granted licenses pursuant to the laws of the states of Arizona, Massachusetts, Maryland, Minnesota, New Mexico, New York, Ohio, Pennsylvania, Puerto Rico and Rhode Island with respect to cultivating, processing, and/or distributing marijuana. Presently, this industry is illegal under United States federal law. The Company has, and intends, to adhere strictly to the state statutes and regulations in its operations.

**Liquidity Risk**

The Company’s approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when due. As of September 30, 2020, the Company’s financial liabilities consist of accounts payable and accrued liabilities, debt, and lease liabilities. The Company manages liquidity risk by reviewing its capital requirements on an ongoing basis. Historically, the Company’s main source of funding has been additional funding from shareholders. The Company’s access to financing is always uncertain. There can be no assurance of continued access to significant equity or debt financing.

## Market Risk

### Foreign Currency Risk

The operating results and financial position of the Company are reported in U.S. dollars. The results of the Company's operations are subject to currency transaction risks.

### Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Cash and cash equivalents bear interest at market rates. The Company's financial debts have fixed rates of interest and therefore expose the Company to a limited interest rate fair value risk.

### Price Risk

Price risk is the risk of variability in fair value due to movements in equity or market prices.

## Legal Risk

The Company and its subsidiaries and affiliates are in compliance with U.S. state law and associated regulatory frameworks to which each of them is subject. However, Vireo and its subsidiaries and affiliates are subject to a wide variety of legal and regulatory risks. The Company attempts to identify and manage these risks by, among other things, employing two full-time attorneys and two additional legal and compliance professionals and consulting with specialized outside experts when deemed necessary or desirable. Company management believes that the programs and procedures that have been developed by its legal and compliance teams that have been implemented throughout the Company and its subsidiaries are sufficient to maintain compliance with applicable laws and regulations within each of the states in which it and its subsidiaries operate. However, there can be no assurance that such programs and procedures are adequate or that Company employees will adhere to such programs and procedures at all times. Noncompliance could lead to citations, fines and other penalties up to and including suspension or loss of one or more licenses and permits that are necessary to operate, which could have a material, adverse effect on the financial results and business of the Company.

### *Cannabis Remains Illegal under U.S. Federal Law*

Vireo U.S. and all of its subsidiaries and affiliates operate in the United States, which has an uncertain regulatory landscape with respect to the enforcement of Federal laws related to cannabis.

The United States Federal government regulates drugs through the Controlled Substances Act (21 U.S.C. § 811) ("CSA"), which places controlled substances, including cannabis, in a schedule. Cannabis is classified as a Schedule I drug. Under United States Federal law, a Schedule I drug or substance has a high potential for abuse, no accepted medical use in the United States, and a lack of accepted safety for the use of the drug under medical supervision. The United States Food and Drug Administration has not approved marijuana as a safe and effective drug for any indication. In the United States marijuana is largely regulated at the state level. State laws regulating cannabis are in direct conflict with the Federal Controlled Substances Act, which makes cannabis use and possession Federally illegal. **THERE CAN BE NO ASSURANCE THAT THE US FEDERAL GOVERNMENT WILL NOT SEEK TO PROSECUTE CASES INVOLVING CANNABIS BUSINESSES THAT ARE OTHERWISE COMPLIANT WITH STATE LAW. VIOLATIONS OF THE CONTROLLED SUBSTANCES ACT COULD SUBJECT THE COMPANY TO MATERIAL FINES, PENALTIES, ADMINISTRATIVE SANCTIONS, CONVICTIONS OR SETTLEMENTS ARISING FROM CIVIL PROCEEDINGS, AND DISGORGEMENT OF PROFITS AND CESSATION OF BUSINESS ACTIVITIES AS A RESULT OF CRIMINAL PROCEEDINGS. ANY SUCH ACTION AGAINST VIREO OR ANY OF ITS SUBSIDIARIES COULD HAVE A MATERIAL, ADVERSE EFFECT ON VIREO'S FINANCIAL RESULTS AND BUSINESS.**

### *The illegality of cannabis under U.S. Federal law restricts the Company's access to capital.*

Because the Company cultivates, processes, possesses, and distributes cannabis products in violation of the CSA, a significant proportion of providers of debt and equity capital are unwilling or unable to enter into financing transactions with the Company. As a result, the Company's access to capital is and may continue to be extremely limited, which inhibits the ability of the Company to fund investments in growth initiatives. The Company's financial results and business are and may continue to be materially, adversely affected by its inability to access capital.

*Because of the Federally illegal nature of the cannabis industry, Vireo has extremely limited access to banking in the United States.*

Because the manufacture, distribution, and dispensation of cannabis remains illegal under the CSA, banks and other financial institutions providing services to cannabis-related businesses risk violation of Federal anti-money laundering statutes (18 U.S.C. §§ 1956 and 1957), the unlicensed money-remitter statute (18 U.S.C. § 1960) and the U.S. Bank Secrecy Act of 1970, as amended (the “Bank Secrecy Act”). These statutes can impose criminal liability for engaging in certain financial and monetary transactions with the proceeds of a “specified unlawful activity” such as distributing controlled substances that are illegal under Federal law, including cannabis, and for failing to identify or report financial transactions that involve the proceeds of cannabis-related violations of the CSA. In February 2014, the Financial Crimes Enforcement Network (“FinCEN”) bureau of the U.S. Treasury Department issued guidance (which is not law) with respect to financial institutions providing banking services to cannabis business, including burdensome due diligence expectations and reporting requirements. This guidance does not provide any safe harbors or legal defenses from examination or regulatory or criminal enforcement actions by the Department of Justice, FinCEN or other Federal regulators. Thus, most banks and other financial institutions in the United States do not provide banking services to cannabis-related businesses. In addition to the foregoing, banks generally refuse to process debit card payments and credit card companies generally refuse to process credit card payments for cannabis-related businesses. As a result, Vireo has limited access to banking or other financial services in the United States. In addition, Federal money laundering statutes and Bank Secrecy Act regulations discourage financial institutions from working with any organization that sells a controlled substance, regardless of whether the state it resides in permits cannabis sales. The inability or limitation on the Company’s ability to open or maintain bank accounts, obtain loans, lines of credit or other banking services and/or accept credit card and debit card payments currently makes and may continue to make it difficult for the Company to operate and conduct its businesses or to operate efficiently.

*The Company’s businesses are subject to U.S. state regulatory uncertainty.*

The rule-making process for cannabis operators at the state level in each state is ongoing and results in frequent changes and inconsistencies. As a result, Vireo has implemented a robust state-based compliance program to manage regulatory risk. All operating policies and procedures implemented in the operation are compliance-based and derived from the state regulatory structure governing cannabis businesses. Notwithstanding the Company’s efforts, regulatory compliance and the process of obtaining regulatory approvals can be costly and time-consuming. No assurance can be given that the Company will continue to receive and renew the requisite licenses, permits or cards to operate its businesses. In addition, local laws and ordinances could restrict the Company’s business activity. Although legal under the laws of the states in which the Company’s businesses operate, in many states local governments may limit, restrict, and ban cannabis businesses from operating within their jurisdiction. Land use, zoning, local ordinances, and similar laws could be adopted or changed and would have a material, adverse effect on the Company’s financial results or business.

The Company is aware that certain states have considered or are considering special taxes or fees on businesses in the cannabis industry, while others may in the future implement such special taxes or fees. The imposition of such taxes or fees could have a material, adverse effect upon the Company’s financial results or business. The Company’s subsidiaries are directly engaged in the cultivation, processing, possession, use, sale or distribution of cannabis in the medicinal cannabis marketplace in the states of Arizona, Maryland, Minnesota, New Mexico, New York, Ohio, Pennsylvania and Rhode Island. The Company’s subsidiaries also hold preliminary licenses for the cultivation, processing and distribution of medical cannabis in Massachusetts and Puerto Rico. In addition, the Company has agreements to purchase companies with cultivation and processing licenses in Nevada, which was closed in escrow during 2019, pending regulatory approval of the transfers of ownership and other conditions. Regulatory approval of the ownership transfers has not yet occurred. There is a risk that the Nevada regulator will not approve the transfer to a Vireo subsidiary of the ownership of one or both license holders.

*The regulatory environment for cannabis in the United States may subject the Company to heightened scrutiny by Canadian regulatory authorities.*

For the reasons set forth above, the Company’s current operations in the United States, and any future operations or investments, may become the subject of heightened scrutiny by regulators, stock exchanges and other authorities in Canada. As a result, the Company may be subject to significant direct and indirect interaction with public officials. There can be no assurance that this heightened scrutiny will not in turn lead to the imposition of certain restrictions on the Company’s ability to operate or invest in the United States or any other jurisdiction, in addition to those described herein. On February 8, 2018, following discussions

with the Canadian Securities Administrators and recognized Canadian securities exchanges, the TMX Group announced the signing of a Memorandum of Understanding (“MOU”) with Aequis NEO Exchange Inc., the CSE, the Toronto Stock Exchange, and the TSXV. The MOU outlines the parties’ understanding of Canada’s regulatory framework applicable to the rules, procedures, and regulatory oversight of the exchanges and the Canadian Depository for Securities (“CDS”) as it relates to issuers with cannabis-related activities in the United States. The MOU confirms, with respect to the clearing of listed securities, that CDS relies on the exchanges to review the conduct of listed issuers. As a result, there is no CDS ban on the clearing of securities of issuers with cannabis-related activities in the United States. However, there can be no guarantee that this approach to regulation will continue in the future. If such a ban were to be implemented at a time when the Company’s securities are listed on a stock exchange, it would have a material, adverse effect on the ability of holders of those securities to make and settle trades. In particular, the securities would become highly illiquid and, until an alternative was implemented, investors would have no ability to effect a trade of the securities through the facilities of the applicable stock exchange.

*The regulatory environment for cannabis in the United States imposes constraints on marketing the Company’s products.*

The development of the Company’s business and operations may be hindered by applicable restrictions on sales and marketing activities imposed by government regulatory bodies. The regulatory environment in the United States limits the Company’s ability to compete for market share in a manner similar to other non-cannabis, consumer packaged products businesses. If the Company is unable to effectively market its products and compete for market share, or if the costs of compliance with government legislation and regulation cannot be absorbed through increased selling prices for its products, the Company’s financial results could be materially, adversely affected.

*Because the cannabis industry remains illegal under U.S. Federal law, the Company is at risk of civil asset forfeiture.*

Because the cannabis industry remains illegal under U.S. Federal law, any property owned by participants in the cannabis industry which are either used in the course of conducting such business, or are the proceeds of such business, could be subject to seizure by law enforcement and subsequent civil asset forfeiture. Even if the owner of the property were never charged with a crime, the property in question could still be seized and subject to an administrative proceeding by which, with minimal due process, it could be subject to forfeiture. Any such seizure of assets of the Company could have a material, adverse effect on its business and financial results.

*If the Company’s licenses or proceeds from its licenses are considered proceeds of crime under applicable money laundering statutes, the Company may be prevented from distributing funds from its operating subsidiaries.*

The Company is subject to a variety of laws and regulations domestically and in the United States that involve money laundering, financial recordkeeping and proceeds of crime, including the Currency and Foreign Transactions Reporting Act of 1970 (commonly known as the Bank Secrecy Act), as amended by Title III of the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001 (USA PATRIOT Act), the Proceeds of Crime (Money Laundering) and Terrorist Financing Act (Canada), as amended and the rules and regulations thereunder, the Criminal Code (Canada) and any related or similar rules, regulations or guidelines, issued, administered or enforced by governmental authorities in the United States and Canada.

If any of the Company’s license agreements, or any proceeds thereof, in the United States were found to be in violation of money laundering legislation or otherwise, such transactions may be viewed as proceeds of crime under one or more of the statutes noted above or any other applicable legislation. This could have a material, adverse effect on the Company and, among other things, could restrict or otherwise jeopardize the ability of the Company to declare or pay dividends, effect other distributions or subsequently repatriate such funds back to Canada.

*The unfavorable tax treatment of cannabis businesses in the United States has negative financial implications for the Company.*

Under Section 280E of the United States Internal Revenue Code of 1986, as amended, "no deduction or credit shall be allowed for any amount paid or incurred during the taxable year in carrying on any trade or business if such trade or business (or the activities which comprise such trade or business) consists of trafficking in controlled substances (within the meaning of schedule I and II of the Controlled Substances Act) which is prohibited by U.S. Federal law or the law of any State in which such trade or business is conducted." This provision has been applied by the U.S. Internal Revenue Service to cannabis operations, prohibiting them from deducting expenses directly associated with the sale of cannabis. A result of Section 280E is that an otherwise profitable cannabis business may, in fact, operate at a loss, after taking into account its U.S. income tax



expenses. The inability of the Company to deduct certain expenses relating to its business has had and will likely continue to have a material, adverse effect on the financial position of the Company.

*The legality of the Company's contracts may come into question given the nature of its business.*

Because the Company's contracts involve cannabis and other activities that are not legal under U.S. Federal law and in some state jurisdictions, the Company may face difficulties in enforcing its contracts in U.S. Federal and certain state courts.

The inability to enforce contractual agreements will have an adverse effect on the financial position and business of the Company.

## **REGULATORY OVERVIEW**

Several of the Company's subsidiaries are directly engaged in the cultivation, processing, possession, use, sale or distribution of cannabis in the medicinal cannabis marketplace in the states of Arizona, Maryland, Minnesota, New Mexico, New York, Ohio, Pennsylvania, and Rhode Island. The Company's subsidiaries in Massachusetts and Puerto Rico hold licenses for the cultivation, processing, possession, use, sale or distribution of cannabis in those jurisdictions that have not yet been operationalized. In accordance with Staff Notice 51-352, the Company will continue to evaluate, monitor and reassess this disclosure, and any related risks, on an ongoing basis and the same will be supplemented and amended to investors in public filings, including in the event of government policy changes or the introduction of new or amended guidance, laws or regulations regarding cannabis regulation. For purposes of Staff Notice 51-352, all the cannabis operations by the Company's subsidiaries in these states are classified as "direct" involvement in the United States cannabis cultivation or distribution industry.

### *Federal Regulation of Cannabis in the United States*

The United States Supreme Court has ruled that Congress has the constitutional authority to enact the existing federal prohibition on cannabis.

While the Company believes that cannabis and cannabis products have a variety of medical uses, with the limited exception of Epidiolex, a pharmaceutical derived from CBD, the United States Food and Drug Administration has not approved cannabis as a safe and effective drug for any indication.

Unlike in Canada, which has federal legislation uniformly governing the cultivation, distribution, sale and possession of medical cannabis under the Access to Cannabis for Medical Purposes Regulations, and of recreational cannabis under the Cannabis Act, cannabis is largely regulated at the state level in the United States. State laws regulating cannabis are in direct conflict with the Federal Controlled Substances Act, which makes cannabis use and possession Federally illegal. Although many states and territories of the U.S. authorize medical or recreational cannabis production and distribution by licensed or registered entities, under U.S. Federal law, the possession, use, cultivation, and transfer of cannabis and any related drug paraphernalia is illegal, and any such acts are criminal acts under Federal law under any and all circumstances under the Controlled Substances Act. Although of the Company's activities are compliant with applicable state and local law, strict compliance with state and local laws with respect to cannabis may neither absolve the Company of liability under United States federal law, nor may it provide a defense to any federal proceeding which may be brought against Vireo.

In August 2013, then-Deputy Attorney General, James Cole, authored a memorandum (the "Cole Memorandum") addressed to all United States district attorneys acknowledging that, notwithstanding the designation of cannabis as a controlled substance at the federal level in the United States, several states had enacted laws relating to cannabis for medical purposes.

The Cole Memorandum outlined the priorities for the Department of Justice relating to the prosecution of cannabis offenses. In particular, the Cole Memorandum noted that in jurisdictions that have enacted laws legalizing cannabis in some form and that have also implemented strong and effective regulatory and enforcement systems to control the cultivation, distribution, sale and possession of cannabis, conduct in compliance with those laws and regulations is less likely to be a priority at the federal level. Notably, however, the Department of Justice never provided specific guidelines for what regulatory and enforcement systems it deemed sufficient under the Cole Memorandum standard. In light of limited investigative and prosecutorial resources, the Cole Memorandum concluded that the Department of Justice should be focused on addressing only the most significant threats related to cannabis. States where medical cannabis had been legalized were not characterized as a high priority.

In March 2017, the newly appointed Attorney General Jeff Sessions again noted limited federal resources and acknowledged that much of the Cole Memorandum had merit. However, on January 4, 2018, Mr. Sessions issued a new memorandum that rescinded and superseded the Cole Memorandum effective immediately (the "Sessions Memorandum"). The Sessions Memorandum stated, in part, that current law reflects "Congress' determination that cannabis is a dangerous drug and cannabis activity is a serious crime", and Mr. Sessions directed all U.S. Attorneys to enforce the laws enacted by Congress and to follow well-established principles when pursuing prosecutions related to marijuana activities. The inconsistency between federal and state laws and regulations is a major risk factor.

As a result of the Sessions Memorandum, federal prosecutors were free to utilize their prosecutorial discretion to decide whether to prosecute cannabis activities despite the existence of state-level laws that may be inconsistent with federal prohibitions. No direction was given to federal prosecutors in the Sessions Memorandum as to the priority they should ascribe to such cannabis activities, and resultantly it is uncertain how active federal prosecutors will be in relation to such activities. Furthermore, the Sessions Memorandum did not discuss the treatment of medical cannabis by federal prosecutors. As an industry best practice, despite the rescission of the Cole Memorandum, Vireo continues to do the following to ensure compliance with the guidance provided by the Cole Memorandum:

- Ensure the operations of its subsidiaries and business partners are compliant with all licensing requirements that are set forth with regards to cannabis operation by the applicable state, county, municipality, town, township, borough, and other political/administrative divisions. To this end, the Company retains appropriately experienced legal counsel to conduct the necessary due diligence to ensure compliance of its operations with all applicable regulations.
- The activities relating to cannabis business adhere to the scope of the licensing obtained – for example, in the states where only medical cannabis is permitted, the products are only sold to patients who hold the necessary documentation to permit the possession of the cannabis.
- The Company only works through licensed operators, which must pass a range of requirements, adhere to strict business practice standards and be subjected to strict regulatory oversight whereby sufficient checks and balances ensure that no revenue is distributed to criminal enterprises, gangs and cartels;
- The Company conducts reviews of products and product packaging to ensure that the products comply with applicable regulations and contain necessary disclaimers about the contents of the products to prevent adverse public health consequences from cannabis use and prevent impaired driving.
- The Company's subsidiaries have implemented inventory-tracking systems and necessary procedures to ensure that inventory is effectively tracked and the diversion of cannabis and cannabis products is prevented.

Attorney General William Barr, who succeeded Attorney General Sessions, has not provided a clear policy directive for the United States related to state-legal cannabis-related activities. However, in a written response to questions from U.S. Senator Cory Booker made as a nominee, Attorney General Barr stated, "I do not intend to go after parties who have complied with state law in reliance on the Cole Memorandum." Attorney General Barr's statements are not official declarations of US Department of Justice (the "DOJ") policy and are not binding on the DOJ, on any U.S. Attorney or on the Federal courts. Moreover, there is no guarantee that state laws legalizing and regulating the sale and use of cannabis will not be repealed or overturned, or that local governmental authorities will not limit the applicability of state laws within their respective jurisdictions. Unless and until the United States Congress amends the CSA with respect to cannabis (and as to the timing or scope of any such potential amendments there can be no assurance), there is a risk that Federal authorities may enforce current U.S. Federal law. The Company will continue to monitor compliance on an ongoing basis in accordance with its compliance program and standard operating procedures. While the Company's operations are in full compliance with all applicable state laws, regulations and licensing requirements, such activities remain illegal under United States federal law. For the reasons described above and the risks further described in *Legal Risks*, below, there are significant risks associated with the business of the Resulting Issuer.

Although the Cole Memorandum has been rescinded, one legislative safeguard for the medical cannabis industry remains in place: Congress has passed a so-called "rider" provision in the FY 2015, 2016, 2017, 2018 and 2019 Consolidated Appropriations Acts to prevent the federal government from using congressionally appropriated funds to enforce federal cannabis laws against state regulated medical cannabis actors operating in compliance with state and local law. The rider is known as the "Rohrabacher-Farr" Amendment after its original lead sponsors (it is also sometimes referred to as the "Rohrabacher-Blumenauer" or "Joyce-Leahy" Amendment, but it is referred to in this MD&A as "Rohrabacher-Farr"). In signing Rohrabacher-Farr, President Trump issued a signing statement noting that the Act "provides that the Department of

Justice may not use any funds to prevent implementation of medical cannabis laws by various States and territories,” and further stating “[he] will treat this provision consistent with the President’s constitutional responsibility to faithfully execute the laws of the United States.” While the signing statement can be fairly read to mean that the executive branch intends to enforce the CSA and other federal laws prohibiting the sale and possession of cannabis, the President did issue a similar signing statement in 2017 and no major federal enforcement actions followed. The Consolidated Appropriations Act of 2019 expired on September 30, 2019. On September 27, 2019, the President signed into law the Continuing Appropriations Act, 2020, and Health Extenders Act of 2019, which provided continuing appropriations to federal agencies through November 21, 2019. The Continuing Appropriations Act is known as a continuing resolution and prevented a government shutdown that would have otherwise occurred when FY2020 began on October 1, 2019 because the 12 regular appropriations bills that fund the federal government for FY2020 had not been enacted. The continuing resolution funds most projects and activities at the FY2019 levels with several exceptions that provide funding flexibility and additional appropriations to various programs. Notably, Rohrabacher-Farr has applied only to medical cannabis programs and has not provided the same protections to enforcement against adult-use activities.

### *Regulation of the Cannabis Market at State and Local Levels*

Below is a summary overview of the licensing and regulatory framework in the markets where Vireo’s subsidiaries currently hold licenses.

#### **Arizona**

##### *Arizona Regulatory Landscape*

On November 2, 2010, Arizona voters enacted a medical cannabis initiative — Proposition 203 — with 50.13% of the vote. The Arizona legislature thereafter enacted the Arizona Medical Marijuana Act, decriminalizing the medical use of cannabis. Arizona Department of Health Services (DHS) finalized dispensary and registry identification card regulations on March 28, 2011. On April 14, 2011, it began accepting applications for registry cards that provide patients and their caregivers with protection from arrest. DHS was preparing to accept dispensary applications starting in June and to register one dispensary for every 10 pharmacies in the state, totaling 125. However, on May 27, 2011, Gov. Jan Brewer led a federal lawsuit seeking a declaratory judgment on whether Arizona’s new medical cannabis program conflicted with federal law. Her lawsuit was rejected in 2012.

The Arizona Legislature subsequently rolled back some of Prop. 203’s protections, such as possibly allowing an employer to fire a medical cannabis patient based on a report alleging workplace impairment from a colleague who is "believed to be reliable." The legislature also passed H.B. 2585, which contradicts Prop. 203 by adding medical cannabis patient data to the prescription drug-monitoring program. In 2015, the legislature again undermined patient protections again with the passage of H.B. 2346, which specifies that nothing requires a provider of workers’ compensation benefits to reimburse a person for costs associated with the medical use of cannabis.

To qualify under Arizona’s program, patients must have one of the listed debilitating medical conditions: cancer; HIV/AIDS; hepatitis C; glaucoma; amyotrophic lateral sclerosis (ALS); Crohn’s disease; agitation of Alzheimer’s disease; post-traumatic stress disorder or “PTSD;” or a medical condition that produces wasting syndrome, severe and chronic pain, severe nausea, seizures, or severe and persistent muscle spasms, including those characteristics of multiple sclerosis.

##### *Vireo Licenses in Arizona*

All medical cannabis certificates are vertically integrated and authorize the holders to cultivate and dispense medical cannabis to patients. Certificate holders must be not-for-profit entities. Elephant Head Farm, LLC (“EHF”) and Retail Management Associates, LLC (“RMA”), which are subsidiaries of Vireo, perform fee-based management services consisting of the operation of one dispensary and one cultivation and processing facility for a non-profit licensee, Arizona Natural Resources (“ANR”). Vireo representatives also constitute a majority of the board of directors of ANR. The non-profit licensee holds a Medical Marijuana Dispensary Registration Certificate, Approvals to Operate issued by the DHS and a Special Use permit issued by the city of Phoenix, which permits the non-profit licensee to own a single dispensary in Phoenix and a cultivation and processing facility in southern Arizona.

##### *Arizona Licenses and Regulations*

For every ten (10) pharmacies that have registered under A.R.S. § 32-1929, have obtained a pharmacy permit from the Arizona Board of Pharmacy, and operate in the State, the DHS may issue one non-profit medical cannabis dispensary registration

certificate. Each dispensary registration certificate permits the license holder to: (i) open one dispensary and (ii) one cultivation facility and/or one processing facility. Cultivation and processing sites can be located anywhere in the State and are not restricted based on where the license holder's dispensary is located. Dispensaries are limited to their district (Community Health Analysis Area) for their first three years of operation and may apply to relocate thereafter. All dispensaries must be not-for-profit. Arizona dispensary registration certificates are valid for one year after the date of issuance. The holder of a dispensary registration certificate must also submit an application for approval to operate a dispensary to the DHS. An approval to operate a dispensary has the same expiration date as the dispensary registration certificate associated with the approval to operate the dispensary. A dispensary that has approval to operate as a dispensary issued by the DHS is subject to annual renewals of its dispensary registration certificate.

#### *Arizona Reporting Requirements*

The DHS requires that dispensaries implement policies and procedures regarding inventory control, including tracking, packaging, acquisition and disposal of cannabis. ANR uses BioTrackTHC as its in-house computerized seed to sale software, which integrates with the state's program and captures the required data points for cultivation, manufacturing and retail as required in Arizona's medical cannabis laws and regulations. ANR is required to submit audited financial statements annually to DHS.

### **Maryland**

#### *Maryland Regulatory Landscape*

In 2012, a state law was enacted in Maryland to establish a state-regulated medical cannabis program. Legislation was signed in May 2013 and the program became operational on December 1, 2017. The Natalie M. LaPrade Maryland Medical Cannabis Commission ("MMCC") regulates the state program and awarded operational licenses in a highly competitive application process. The market is divided into three primary classes of licenses: dispensary, cultivation and processing. Medical cannabis dispensary license pre-approvals were issued to 102 dispensaries out of a pool of over 800 applicants while an original 15 processing out of a pool of 124 applicants and 15 cultivation licenses were awarded out of a pool of 146 applicants.

The medical cannabis program was written to allow access to medical cannabis for patients with any condition that is considered "severe" for which other medical treatments have proven ineffective, including chronic pain, nausea, seizures, glaucoma and PTSD.

In April 2018, Maryland lawmakers agreed to expand the state's medical cannabis industry by adding another 20 licenses, 7 for cultivation and 13 for processing. Permitted products for sale and consumption include oil-based formulations, dry flower and edibles and other concentrates.

#### *Vireo Licenses in Maryland*

Vireo has 100% ownership of MaryMed, LLC, which holds one cultivation and processing license allowing it to operate a cultivation and processing facility in eastern Maryland. The license permits MaryMed, LLC, to cultivate and process medical cannabis and medical cannabis products.

#### *Pending Vireo License in Maryland*

MaryMed's Phase 1 approval for one dispensary license for medical cannabis was granted and it is in the process of applying for Phase 2 approval. MaryMed has been unable to identify a municipality in its authorized region that will permit operation of a medical cannabis dispensary. As a result, MMCC has authorized MaryMed to locate a dispensary in a different region.

#### *Maryland Licenses and Regulations*

Maryland licenses are valid for a period of six years and are subject to six-year renewals after required fees are paid and provided that the business remains in good standing. Renewal requests are typically communicated through email from the MMCC and include a renewal form.

#### *Maryland Reporting Requirements*

The state of Maryland uses Franwell Marijuana Enforcement Tracking Regulation and Compliance system (METRC) as the state's computerized T&T system for seed-to-sale. Individual licensees whether directly or through third-party integration systems are required to use this system for all reporting.

## **Minnesota**

### *Minnesota Regulatory Landscape*

Legislation passed during the 2014 Minnesota legislative session created a new process allowing seriously ill individuals from Minnesota to use medical cannabis to treat a set of nine qualifying medical conditions. The qualifying medical conditions were recently expanded to include intractable pain, post-traumatic stress disorder (PTSD), Autism, Alzheimer's and Obstructive Sleep Apnea. Beginning in August 2020, two additional qualifying conditions will be added: chronic pain and age-related macular degeneration. The Medical Cannabis Program is regulated and administered by the Minnesota Department of Health which oversees all cultivation, production and distribution facilities. In the initial program the Minnesota Department of Health had registered two manufacturers, with each manufacturer having licenses for four distribution facilities across the state, so that each of the state's eight Congressional districts contained a single dispensary. During the 2020 legislative session, the state enacted legislation that permits each manufacturer to open four additional distribution facilities, in the Congressional districts where it does not currently operate, so that each Congressional district will be served by one dispensary from each of the approved manufacturers.

Medical cannabis is provided to patients as a liquid, pill, topical (lotions, balms and patches) or vaporized delivery method that does not require the use of dried leaves or plant form.

In terms of safety and security, there are several precautions built into the program. For example, registered manufacturers must contract with a laboratory for testing the quality and consistency of the medical cannabis products. Manufacturers' facilities are also subject to state inspection.

Minnesota has also implemented a process for monitoring and evaluating the health impacts of medical cannabis on patients which will be used to help patients and health professionals grow their understanding of the benefits, risks and side effects of medical cannabis.

### *Vireo Licenses in Minnesota*

Minnesota Medical Solutions, LLC ("MinnMed"), which is a subsidiary of Vireo, holds one of two medical cannabis licenses to operate retail medical cannabis dispensaries in the state of Minnesota and operates four dispensary locations in Minnesota located in Bloomington, Rochester, Minneapolis, and Moorhead. MinnMed also has a cultivation and production facility in Otsego, MN.

### *Minnesota Licenses and Regulations*

Minnesota state licenses are renewed every two years. Every two years, licensees are required to submit a renewal application with the commissioner at least nine months before its registration term expires per Minnesota Administrative Rules Part 4770.1460. The most recent manufacturer annual fee paid in 2019 was \$146,000 and is non-refundable. Additionally, provided that the requisite renewal fees are paid, the renewal application is submitted in a timely manner, and there are no material violations noted against the applicable licenses, MinnMed expects to receive the applicable renewed license in the ordinary course of business. While MinnMed's compliance controls have been developed to mitigate the risk of any material violations of a license arising, there is no assurance that MinnMed's license will be renewed in the future in a timely manner. Any unexpected delays or costs associated with the licensing renewal process could impede the ongoing or planned operations of the Company and have a material adverse effect on the Company's business and financial results.

### *Minnesota Reporting Requirements*

The State of Minnesota does not require a specific computerized T&T system for seed-to-sale. Individual licensees whether directly or through third-party integration systems are required to push data to the state to meet all reporting requirements.

MinnMed currently uses Leaf Logix to satisfy its reporting requirements.

## **New Mexico**

### *New Mexico Regulatory Landscape*

The Lynn & Erin Compassionate Use Act ("Compassionate Use Act") was signed into law in 2007 and became effective July 1, 2007. The Compassionate Use Act established the regulatory framework for use of medical cannabis by New Mexico residents and created the New Mexico Medical Cannabis Program ("NMMCP"). It allows practitioners to prescribe medical cannabis to patients with a debilitating medical condition (as defined in the Compassionate Use Act). Currently, there are at least 28 qualifying conditions under the Compassionate Use Act. When a practitioner determines that the patient has a debilitating medical condition and provides written certification so stating and that the potential health benefits of the cannabis

use would likely outweigh the health risks for the patient, the patient can apply with the New Mexico Department of Health (“NMDOH”) for a registry identification card. A qualified patient is allowed to possess cannabis in an amount that is reasonably necessary to ensure uninterrupted availability of cannabis for a period of three months, approximately eight (8) ounces. In 2019, New Mexico announced it would begin permitting non-residents of the state to obtain cannabis under the Compassionate Use Act. However, in early 2020, that decision had been reversed. As of April 2020, there were over 80,000 patients registered in the program.

#### *Vireo Licenses in New Mexico*

Vireo Health of New Mexico, LLC, a wholly-owned subsidiary of Vireo, currently operates two dispensaries located in Santa Fe and Gallup and a cultivation and processing facility located in Gallup for Red Barn Growers, a New Mexico non-profit licensee, pursuant to a management agreement.

#### *New Mexico Licenses and Regulations*

The NMMCP is overseen by the NMDOH. The NMMCP has 35 Licensed Non-profit Producers (LNPPs). LNPPs cultivate and distribute cannabis to qualified patients. The NMDOH is not accepting new applications for licensure of LNPPs at this time. Each LNPP can operate an unlimited number of dispensaries. The NMMCP approves third-party manufacturers to make cannabis-derived products that are then sold through the LNPPs. With approval by the NMMCP, LNPPs can also manufacture products to sell to patients.

#### *New Mexico Reporting Requirements*

The state of New Mexico uses BIOTRACKTHC® as the state’s computerized T&T system used to track commercial cannabis activity and seed-to-sale. Individual licensees are required to push data to the state to meet all reporting requirements.

### **New York**

#### *New York Regulatory Landscape*

Governor Cuomo signed the Compassionate Care Act into law on July 5, 2014. It allows patients to use medical cannabis if they have been diagnosed with a specific severe, debilitating or life-threatening condition that is accompanied by an associated or complicating condition. The law was expanded to include chronic pain and PTSD. The law has a sunset provision whereby it will expire after seven years unless renewed by the legislature.

Physicians must complete a New York State Department of Health-approved course and register with the Department to certify patients. Practitioners must consult the New York State Prescription Monitoring Program Registry prior to issuing a certification to a patient for medical cannabis.

Patients who are certified by their practitioners are required to apply to obtain a registry identification card in order to obtain medical cannabis in accordance with any recommendations made by the patient’s practitioner. During the patient registration process, certified patients may designate up to two caregivers, who must also register with the Department of Health, to obtain and administer medical cannabis products on behalf of the patients.

There are ten registered organizations, which each hold a vertically integrated license allowing the cultivation, manufacture, transport, distribution and dispensation of medical cannabis. Registered organizations may only manufacture medical cannabis products in forms approved by the Commissioner of the Department of Health. Approved forms currently include liquid or oil preparations for metered oromucosal (administered orally) or sublingual (under the tongue) administration or administration per tube, metered liquid or oil preparations for vaporization, capsules for oral administration, topicals and patches. The Compassionate Care Act expressly provides that a certified medical use of cannabis does not include smoking and that all prices must be approved by the Department.

Each registered organization may have up to four dispensing facilities, owned and operated by the registered organization, where approved medical cannabis products will be dispensed to certified patients or their designated caregivers, who have registered with the Department. Dispensing facilities must report dispensing data to the New York State Prescription Monitoring Program Registry and consult the registry prior to dispensing approved medical cannabis products to certified patients or their designated caregivers.

Governor Cuomo has on several occasions indicated his intent to introduce legislation authorizing adult-use cannabis in New York. It is unclear how any such legislation will interact with the current medical cannabis regime and what effect, if any, such proposal will have on the business of Vireo.

### *Vireo Licenses in New York*

Through its subsidiary Vireo Health of New York, LLC, Vireo holds one of ten vertically integrated medical cannabis licenses. It currently has a manufacturing and production facility in Johnstown, NY and four dispensaries throughout the State in New York City (Queens) County, Binghamton, White Plains and Albany. It also operates a home-delivery service based out of its Queens dispensary.

Vireo's New York cultivation and processing facility is approximately 21 acres and comprised of 13,650 square feet of indoor cultivation space, 38,304 square feet of greenhouse cultivation space, and 7,350 square feet of laboratory and processing space. The balance of the land (20 acres total) is unimproved and available to Vireo for future expansion. The facility has been in continuous production and sale of cannabis since January 2016.

Vireo also owns an industrial hemp cultivation license through its subsidiary, 1776 Hemp LLC.

### *New York Licenses and Regulations*

New York state licenses expire 2 years after the date of issuance. An application to renew any registration must be filed with the Department not more than six months nor less than four months prior to the expiration thereof. Registration fees are \$200,000 and are refundable if the applicant is not granted a renewal registration. Additionally, in respect of the renewal process, provided that the requisite renewal fees are paid, the renewal application is submitted in a timely manner, and there are no material violations noted against the applicable licenses,

### *New York Reporting Requirements*

The state of New York uses BIOTRACKTHC® as the state's computerized T&T system used to track commercial cannabis activity and seed-to-sale. Individual licensees are required to push data to the state to meet all reporting requirements.

## **Ohio**

### *Ohio Regulatory Landscape*

House Bill 523, effective on September 8, 2016, legalized medical cannabis in Ohio. The Ohio Medical Marijuana Control Program allows people with certain medical conditions, upon the recommendation of an Ohio-licensed physician certified by the State Medical Board, to purchase and use medical cannabis.

The three following state government agencies are responsible for the operation of Ohio's Medical Marijuana Control Program: (1) the Ohio Department of Commerce is responsible for overseeing medical cannabis cultivators, processors and testing laboratories; (2) the State of Ohio Board of Pharmacy is responsible for overseeing medical cannabis retail dispensaries, the registration of medical cannabis patients and caregivers, the approval of new forms of medical cannabis and coordinating the Medical Marijuana Advisory Committee; and (3) the State Medical Board of Ohio is responsible for certifying physicians to recommend medical cannabis and may add to the list of qualifying conditions for which medical cannabis can be recommended.

### *Vireo Licenses in Ohio*

Ohio Medical Solutions, Inc. ("OMS") was awarded a Stand Alone Processor Certificate of Operations on August 8, 2019, for its facility in Akron. OMS is owned exclusively by four Vireo executives and its business is managed by Vireo under a management agreement. OMS has also granted Vireo an option to exercise the right to acquire the entity. The option can only be exercised on approval of a change of control by the Ohio Department of Commerce.

### *Ohio Licenses and Regulations*

On June 4, 2018, the State of Ohio Board of Pharmacy awarded 56 medical cannabis provisional dispensary licenses. The licenses were awarded after an extensive review of 376 submitted dispensary applications.

By rule, the State of Ohio Board of Pharmacy is limited to issuing up to 60 dispensary licenses across the state but has the authority to increase the number of licenses starting September 8, 2018. Per the program rules, the Board will consider, on at least a biennial basis, whether enough medical cannabis dispensaries exist, considering the state population, the number of patients seeking to use medical cannabis, and the geographic distribution of dispensary sites.

### *Ohio Reporting Requirements*

The Ohio Medical Marijuana Control Program has selected Franwell Inc.'s METRC solution ("METRC") to implement the "seed-to-sale" inventory tracking system. Franwell Inc. will provide training to licensees on how to properly use the inventory

tracking system to comply with the requirements of the statute and rules contained in Ohio Revised Code and Ohio Administrative Code Chapter 3796.

## **Pennsylvania**

### *Pennsylvania Regulatory Landscape*

The Pennsylvania medical cannabis program was signed into law on April 17, 2016 under Act 16 and provided access to state residents with one of 17 qualifying conditions, including epilepsy, chronic pain, and PTSD. The state, which consists of over 12 million U.S. citizens and qualifies as the fifth largest population in the US, operates as a high-barrier market with very limited market participation. The state originally awarded only 12 licenses to cultivate/process and 27 licenses to operate retail dispensaries.

### *Vireo Licenses in Pennsylvania*

Vireo operates in Pennsylvania through its subsidiary, Pennsylvania Dispensary Solutions, LLC (“PDS”). Through August 11, 2020, Vireo also operated in Pennsylvania through its former subsidiary, Pennsylvania Medical Solutions, LLC (“PAMS”). PAMS was awarded one of the first 12 issued medical cannabis cultivation and processing licenses. The license authorizes PAMS to wholesale products to up to 150 licensed dispensary locations in Pennsylvania. Since obtaining its license, PAMS opened a production facility in northeast Pennsylvania and wholesales its products to the majority of third-party dispensaries in the Commonwealth. On August 11, 2020, Vireo sold PAMS to a subsidiary of Jushi, Inc. (“Jushi”). PDS is authorized to operate up to three dispensaries in the northeast region of Pennsylvania. It currently operates dispensaries in Scranton and Bethlehem and is developing a dispensary in Stroud Township. On November 13, 2020, Jushi gave notice of the exercise of its option to purchase PDS from Vireo; the timing of the closing is uncertain as of the date of this document.

### *Pennsylvania Licenses and Regulations*

There are two primary classes of licenses: licenses to grow and process medical cannabis products, and licenses to dispense medical cannabis products to patients. Grower/processors wholesale products to dispensaries. On March 22, 2018, it was announced that the final phase of the Pennsylvania medical cannabis program would initiate its rollout, which included 13 additional cultivation/processing licenses and 23 additional dispensary licenses. The application period ran from April 2018 through May 17, 2018. In the introductory months of the program, Pennsylvania’s medical cannabis dispensaries experienced supply shortages and were unable to keep up with statewide demand. It was announced on April 17, 2018 that dry flower would be included in the regulations as an approved product form for sale and consumption (in addition to the already approved forms of concentrates, pills, and tinctures). Simultaneously, it was announced that the list of qualifying conditions would expand from 17 to 21, including additions of cancer remission therapy and opioid-addiction therapy.

### *Pennsylvania Reporting Requirements*

The Commonwealth of Pennsylvania uses MJ Freeway as the state’s computerized T&T system. Individual licensees are required to use MJ Freeway to push data to the state to meet all reporting requirements. Vireo uses MJ Freeway as its in-house computerized seed to sale software, which integrates with the state’s MJ Freeway program and captures the required data points for cultivation, manufacturing and retail as required in the Pennsylvania medical cannabis laws and regulations.

## **Puerto Rico**

### *Puerto Rico Regulatory Landscape*

On December 28, 2015, the Puerto Rico Health Department issued Regulation No. 8686 to regulate medical cannabis, which was later repealed by Regulation No. 8766, and amended by Regulation No. 8847, known as the Regulation for the Use, Possession, Cultivation, Manufacture, Production, Dispensation and Research of Medical Cannabis.

On July 9, 2017, the MEDICINAL Act, Act No. 42-2017, was enacted to reaffirm the legal framework for the medical cannabis industry and create the Medical Cannabis Regulatory Board (the “Regulatory Board”), ascribed to the Puerto Rico Department of Health. On July 2, 2018, the Puerto Rico Health Department and the Regulatory Board issued Regulation No. 9038 which repeals all prior regulations (“Reg. No. 9038”). Therefore, the current legal framework surrounding Medical Cannabis consists of the MEDICINAL Act, Reg. No. 9038 and the administrative orders, bulletins and forms issued thereunder.

The MEDICINAL Act prohibits the recreational use of cannabis and only allows the use of medical cannabis by licensed patients who have obtained a recommendation from an authorized physician due to a debilitating medical condition. There are



27 debilitating medical conditions identified in Reg. No. 9038, and the Board's Medical Advisory Council is authorized to recommend, and the Board may approve additional conditions.

Medical cannabis may be provided to patients as oral drops, oral inhalers, suppositories, transdermal patch, edible products, concentrates, pill, topical (lotions, balms and patches) or through the vaporized delivery method (under certain exceptions). Smoking is specifically prohibited, and medical cannabis products may not be used in public places.

#### *Vireo Licenses in Puerto Rico*

XAAS Agro, Inc., which is a wholly-owned subsidiary of Vireo, holds pre-qualifications, which are subject regulatory approvals, to operate six dispensaries as well as a cultivation and processing facility located in Pugnado Vegas Baja.

#### *Puerto Rico Licenses and Regulations*

The six types of licenses that medical cannabis establishments may obtain are: cultivation, dispensary, laboratory, manufacturing, research, and transportation. These licenses are valid for a one-year term. An entity may obtain multiple licenses. In order to obtain any of these licenses 51% of the ownership of the entity must come from Puerto Rico capital, as the term is defined in the Reg. No. 9038. As part of the license application process the Board reviews, among other things, fee payment, background check results, financial stability and capitalization, security and safety procedures, generally accepted agriculture, manufacturing, laboratory, and clinical best practices reports, and adequate insurance policies.

The MEDICINAL Act authorizes licensed medical establishments to make deposits in savings and loan institutions duly authorized to do business in Puerto Rico and it prohibits importing cannabis or cannabis seeds into Puerto Rico.

#### *Puerto Rico Reporting Requirements*

The six types of licenses that medical cannabis establishments may obtain are: cultivation, dispensary, laboratory, manufacturing, research, and transportation. These licenses are valid for a one-year term. An entity may obtain multiple licenses. In order to obtain any of these licenses 51% of the ownership of the entity must come from Puerto Rico capital, as the term is defined in the Reg. No. 9038. As part of the license application process the Board reviews, among other things, fee payment, background check results, financial stability and capitalization, security and safety procedures, generally accepted agriculture, manufacturing, laboratory, and clinical best practices reports, and adequate insurance policies.

The MEDICINAL Act authorizes licensed medical establishments to make deposits in savings and loan institutions duly authorized to do business in Puerto Rico and it prohibits importing cannabis or cannabis seeds into Puerto Rico.

#### *Puerto Rico Reporting Requirements*

The Regulatory Board uses BioTrackTHC as its inventory system to track commercial cannabis activity and seed-to-sale. Individual licensees are required to provide data to the Regulatory Board to meet all reporting requirements.

## **Rhode Island**

#### *Rhode Island Regulatory Landscape*

The Edward O. Hawkins and Thomas C. Slater Medical Marijuana Act ("Rhode Island Medical Marijuana Act") became law in 2006. However, the law did not explain how patients could legally purchase medical cannabis. In 2009 the law was amended to permit not-for-profit compassion centers to provide medical cannabis to qualifying patients. The law was again amended in 2010 to provide confidentiality for medical cannabis patient records. In 2011 Gov. Lincoln Chafee suspended the licensing program. Gov. Lincoln Chafee signed SB 2555 into effect in May 2012, which authorized state regulators to license three compassion centers. In 2016 the Rhode Island Medical Marijuana Act was overhauled with Article 14, which eliminated commercial sales by caregivers and introduced medical cannabis cultivator licenses.

#### *Resulting Issuer Licenses in Rhode Island*

Vireo previously owned High Gardens, Inc. ("High Gardens"), as a wholly-owned subsidiary. High Gardens holds a license as a Medical Marijuana Licensed Cultivator and owns a cultivation and processing facility currently located in Pawtucket, RI. The facility is comprised of 4,500 square feet of cultivation and processing space. On September 11, 2020, Vireo sold High Gardens to the former general manager of High Gardens; the sole consideration for this sale was a 10% royalty in perpetuity on all net revenues generated by High Gardens.

*Rhode Island Licenses and Regulations*

Rhode Island's medical cannabis program is regulated by the Rhode Island Department of Health. Cultivation licensing is handled by the Rhode Island Department of Business Regulation. Licensed cultivators may sell medical cannabis and medical cannabis products to registered compassion centers in accordance with the Act and Rules and Regulations Related to the Medical Marijuana Program Administered by the Department of Business Regulation, 230-RICR-80-05-1. All categories of cultivator applications must be accompanied by a non-refundable application fee of \$5,000. There are five (5) different cultivation license types in Rhode Island. The classes are divided by the size of the facility and the annual license fee differs based on the class and ranges from \$5,000 to \$80,000. Cultivator licenses are issued for one-year terms and must be renewed annually.

*Rhode Island Reporting Requirements*

Upon direction issued by the Department of Business Regulation, each compassion and licensed cultivator center is required to utilize the state approved Medical Marijuana Program Tracking System to document compliance with Rhode Island Medical Marijuana Act, the Department of Business Regulation Regulations, and the Department of Health Regulations, including but not limited to all "seed-to-sale" tracking.