

A Leading Provider of Real Estate Capital

To State-Licensed Cannabis Operators

May 9, 2024



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Use of Non-GAAP Financial Information

Adjusted Funds From Operations ("AFFO") is a supplemental non-GAAP financial measure used in the real estate industry to measure and compare the operating performance of real estate companies. A complete reconciliation containing adjustments from GAAP net income attributable to common stockholders and participating securities to AFFO are included in the appendix to this presentation.



Investment Highlights

Experienced Team

Experienced team with a strong track record investing in cannabis real estate and delivering returns for investors

High-Growth Focus

Focus on a high-growth industry with meaningful demand for real estate capital positions NewLake to continue growing AFFO and dividends

Scale and Early Mover

Second largest owner of cannabis real estate in the U.S.⁽¹⁾, building relationships and knowledge since 2019

Exceptional Portfolio

Quality portfolio has delivered consistent dividend growth, up 67% since IPO, with 14.1 year weighted average remaining lease term

Financial Position

Solid financial position provides significant flexibility: \$433 million of assets, \$4 million of debt outstanding on our \$90 million credit facility and a 79% AFFO payout ratio

Undervalued Compared to Peers

At current valuation, NewLake is undervalued compared to REIT peers



By The Numbers

Founded in 2019	100% Leased	~\$428 Million	79% AFFO Payout Ratio	31 Properties
_		Deployed		
2021 IPO	All Triple-Net Leases	Invested & Committed	Strong Dividend Coverage	12 States, 1.6 Million Square Feet

	Leases	Committee	Coverage	Square reet
11.7% Wtd. Avg. Yield	>0.1x Debt to EBITDA	14.1 Years Remaining Lease Term	1.6% Annualized G&A Ratio	71% Dividend Growth Since IPO
2.6% Annual Rent	\$86 Million Available	Weighted Average	Low General and	Q1 2024 vs. Q3 2021



Escalations

Credit Facility

Administrative Expenses

Experienced Management Team



Anthony Coniglio
Chief Executive Officer
& President, Director

- Former CEO of Primary Capital Mortgage, a residential mortgage company
- 14 years at J.P. Morgan as an investment banker leading various businesses
- Public company director



Lisa MeyerChief Financial Officer,
Treasurer & Secretary

- Former President & CFO of Western Asset Mortgage Capital Corporation, a NYSElisted REIT
- Extensive experience providing financial leadership to various public and private entities in the real estate industry



Jarrett AnnenbergSenior Vice President & Head of Investments

- Co-Founder of a cannabis REIT leading its acquisition activities
- 10 years at CBRE in the Transactions and Advisory Services Group, one of the youngest SVPs in the U.S.

Experienced Board of Directors



Gordon DuGan
Chairman of the Board,
Independent Director

- Co-Founder and Chairman of the Board of Blackbrook Capital
- Former Chairman of the Board of INDUS Realty Trust (Nasdaq: INDT)
- Former CEO of Gramercy Property Trust, a NYSE-listed triple-net lease REIT
- Former CEO of W.P. Carey & CO., a NYSElisted triple-net lease REIT



Alan Carr
Independent Director

- Director on several boards in diverse industries including Sears Holdings Corporation and Unit Corporation.
- Former Managing Director at Strategic
 Value Partners investing in various sectors
 in North America and Europe



Joyce Johnson Independent Director

- Chairman of Pacific Gate Capital Management, LLC, an investment firm
- Former Senior Managing Director and Partner of Relativity Capital, LLC and Managing Director of Cerberus Capital Management, L.P.
- Lead Independent Director at Ayr Wellness
- Experienced board member for 22 companies

Experienced Board of Directors

Continued



Peter Kadens
Independent Director

- Co-Founder and former CEO of Green Thumb Industries, Inc., one of the leading public cannabis companies
- Co-Founder and former CEO of SoCore Energy, one of the largest commercial solar companies in the U.S.
- Former Director of KushCo Holdings, Inc.
 (OTCQX: KSHB) and Choice Consolidation
 Corp., a SPAC targeting cannabis businesses



Peter Martay
Independent Director

- CEO of Pangea Properties, a private apartment REIT that owned more than 13,000 apartments and completed over \$300 million in short term bridge loans on numerous property types across the
- Former banker at Bernstein Global Wealth Management, Glencoe Capital and Deutsche Bank



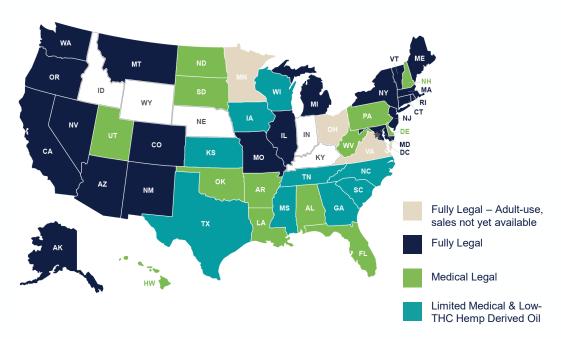
David Weinstein
Director

- CEO of NewLake from August 2020 July 2022, Director Since 2019
- Former CEO of MPG Office Trust, a NYSE-listed office REIT
- 10 years at Goldman Sachs as a real estate investment banker and investor
- 10 years at Belvedere Capital, a real estate investment firm

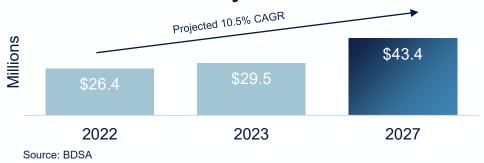
NewLake is Focused on a High-Growth Industry

Meaningful Demand for Real Estate Capital Positions NewLake for Continued Growth

Adult-Use & Medical Markets



Cannabis Industry Near-Term CAGR



State-Level Growth Catalysts

- Limited medical states expanding programs (i.e. TX and GA)
- Strong medical markets transitioning to adult use (i.e. PA and FL)
- Adult use states with sales not yet available (i.e. OH and VA)
- Continued growth in currently undersupplied adult use markets (i.e. NJ, NY, and CT)

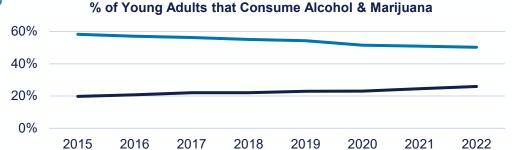
Continued Acceptance of Cannabis Nationally

Americans Increasingly Embrace the Use of Cannabis

- 90% of the U.S. population (309 million people) reside in Medical Markets⁽¹⁾
- 52% of the U.S. population (176 million people) reside in Adult-Use Markets⁽²⁾
- 88% of U.S. adults support Adult-Use and/or Medical Cannabis⁽³⁾
- 140% growth in Americans consuming cannabis in past 10 years⁽⁴⁾
- 54% of American adults believe alcohol is more harmful than cannabis⁽⁴⁾

Note: population counts based on United States Census Bureau 2023 counts

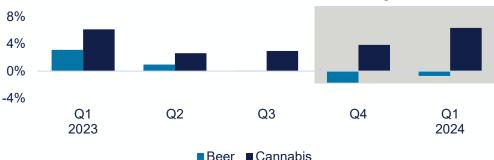
- 1) Includes limited medical markets.
- 2) Includes markets with sales not yet available.
- 3) Pew Research most recent survey.



Source: National Survey on Drug Use and Health.

Beer Sales Slow while Cannabis Accelerates Heading into 2024

——Alcohol ——Marijuana



Source: Bloomberg; Data as of Jan 29. Beer sales includes data from Molson Coors, Constellation's beer segment, Boston Beer Company and Anheuser-Busch's North America sales.

Industry Catalysts at Federal Level

Valuations for the Sector are Poised to Improve Given Catalysts on Multiple Federal Fronts

Administrative

DEA signed off on rescheduling Cannabis from a Schedule 1 to Schedule 3 drug.

Executive Branch issued pardons for non-violent cannabis related felonies.

Legislative

SAFER Banking Act introduced to both chambers to create easier banking access for operators.

Cannabis Research Bill was signed into law, removing barriers to conducting research and increasing access to cannabis.

Medical Marijuana Safe Harbor Act protecting veterans using cannabis passed by Senate.

Legal

Advocates for gun rights sue for ability for medical patients to own guns.

Lawsuit filed by operators led by David Boies argues states have right to regulate their own economies without federal oversight.

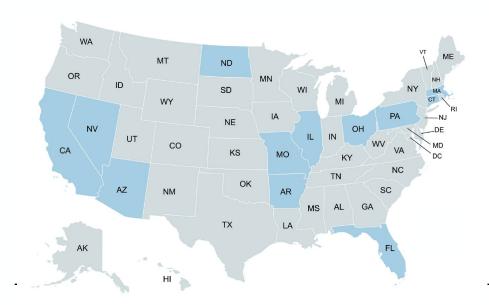


Portfolio Overview

Early Mover Advantage Created Diverse National Platform

12 states

- Primarily limited-license jurisdictions
- 1.6M square feet
- 100% leased



Note: Data as of March 31, 2024 based on current rent

















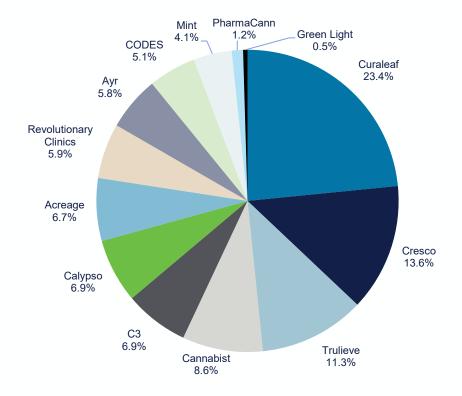








Tenant/Borrower Composition





NewLake's Underwriting Approach

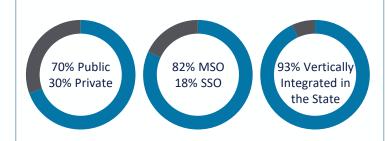
In-Depth Industry Knowledge and Proven Underwriting Approach Mitigates Portfolio Risk

Tenant Quality

Strong financial profiles

Experienced management teams

Ability to raise capital

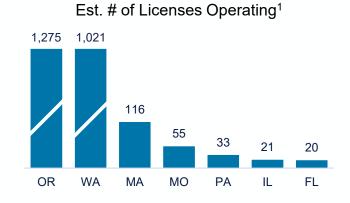


Cannabis Market

Emphasis on limited-license jurisdictions

Better operating environment for tenant

More value created for real estate

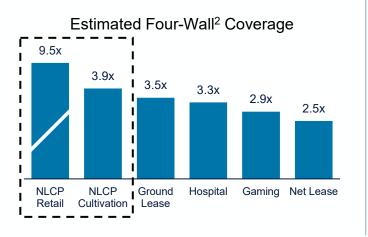


Real Estate

Strong property level cashflows

Above market four-wall coverage

Most properties in/near major metropolitan areas





Street Advisory Group U.S. Cannabis Sector Primer, November 2022

Deal Structure & Risk Management

Deal Structure and Active Portfolio Management Proactively Addresses Portfolio Concerns

Deal Structure

- 100% triple net leases
- 15-20 year lease terms
- Parent company guarantees
- Annual escalations
- Security deposits
- Cross-collateralization and cross-securitization

Financial Reporting

- All leases require quarterly facility level reporting
- Review quarterly financials and annual audited financials
- Regular operational update calls with tenants

Portfolio Management

- Ability to substitute to better performing assets
- Strategic divestiture of underutilized assets
- Third-party construction review

Tenant Composition by Annualized Base Rent

Tenant	Annualized Base			Year Er	nd 2023 ⁽¹⁾	Tenant Information		
	Rent (%)			Revenue	Adj. EBITDA ⁽²⁾	Market Capitalization ⁽³⁾	MSO / SSO	
Curaleaf	23.4%	462,980	10	\$1,347	\$304	\$3,872	MSO	
Cresco	13.6%	222,455	1	\$771	\$174	\$910	MSO	
Trulieve	11.3%	144,602	1	\$1,129	\$322	\$2,005	MSO	
The Cannabist Company	8.6%	83,188	5	\$511	\$70	\$134	MSO	
C3	6.9%	94,570	1	Private Co	Private Co	Private Co	MSO	
Calypso	6.9%	99,200	1	Private Co	Private Co	Private Co	SSO	
Acreage	6.7%	71,877	3	\$223	\$28	\$48	MSO	
Revolutionary Clinics	5.9%	145,852	1	Private Co	Private Co	Private Co	SSO	
Ayr	5.8%	94,567	2	\$464	\$114	\$163	MSO	
CODES	5.1%	81,808	1	Private Co	Private Co	Private Co	MSO	
Mint	4.1%	100,758	1	Private Co	Private Co	Private Co	MSO	
PharmaCann	1.2%	18,332	3	Private Co	Private Co	Private Co	MSO	
Green Light	0.5%	7,592	1	Private Co	Private Co	Private Co	MSO	

Note: NewLake data is as of March 31, 2024, unless otherwise noted

- 1) U.S dollars in millions, based on each company's public securities filings and earnings release, available at www.sec.gov or <a hre
- 2) Adjusted EBITDA is a non-GAAP financial measure utilized in the industry. For definitions and reconciliations of Adjusted EBITDA to net income, see each company's public securities filings
- 3) U.S. dollars in millions, per Bloomberg as of 5/7/2024



Portfolio Composition by State

State	Annualized Base		Square Feet			# of Properties		
	Rent (%)	Cultivation	Dispensary	Total	Cultivation	Dispensary		
Pennsylvania	25.7%	312,458	8,949	321,407	4	3		
Florida	19.2%	417,350	-	417,350	1	-		
Illinois	18.4%	255,257	21,927	277,184	2	5		
Massachusetts	13.8%	223,122	15,406	238,528	3	2		
Missouri	12.0%	176,378	-	176,378	2	-		
Arizona	4.1%	100,758	-	100,758	1	-		
Nevada	2.8%	56,536	-	56,536	1	-		
Ohio	1.1%	-	10,935	10,935	-	2		
California	1.0%	-	2,470	2,470	-	1		
Connecticut	0.9%	-	14,053	14,053	-	2		
North Dakota	0.5%	-	4,590	4,590	-	1		
Arkansas	0.5%	-	7,592	7,592	-	1		

Note: NewLake data is as of March 31, 2024

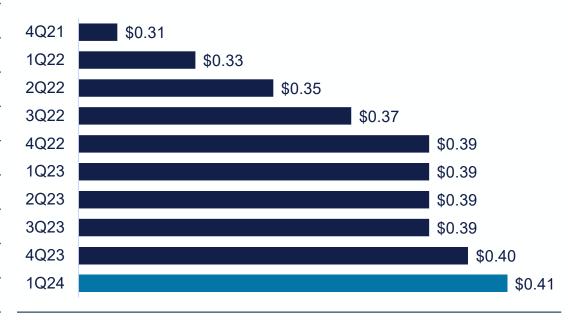


Financial Overview

Key Data

Shareholder Equity	\$411 Million
Invested & Committed Capital	\$428 Million
Cash	\$22 Million
Debt	\$4 Million
Market Capitalization ¹	\$416 Million
Stock Price ¹	\$20.29
Dividend Yield ²	8.1%
Common Shares Outstanding	20,509,883
Book Value per share	\$19.66
1Q24 Annualized Dividend ³	\$1.64
Target AFFO Payout Ratio	80% - 90%
1Q24 Revenue Annualized ⁴	\$50.4 Million
G&A Expense Ratio Annualized ⁵	1.6%
	<u> </u>

Dividend Growth per Share



Note: Data is as of March 31, 2024, unless otherwise noted

¹ Based on the May 7, 2024, closing price.

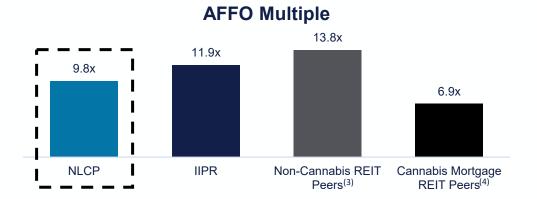
² Calculated as Q1 2024 annualized dividend divided by the May 7, 2024, closing stock price.

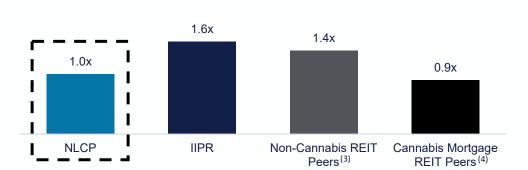
³ Annualized based on Q1 2024 dividend of \$0.41 per common share, declared on March 8, 2024.

⁴ Annualized revenue is calculated using actual revenue for the three months ended March 31, 2024.

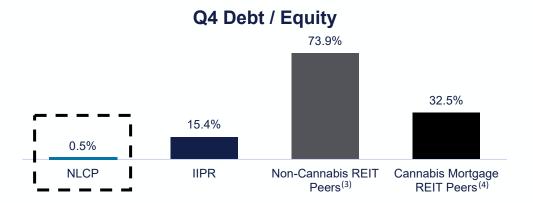
⁵ Calculated using annualized General and Administrative Expense, excluding stock-based compensation, for the three months ending March 31, 2024, over Total Assets as of March 31, 2024.

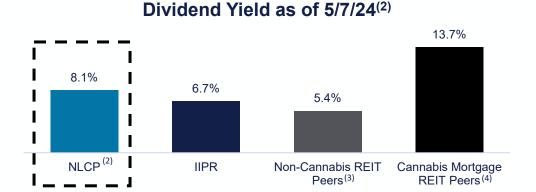
Undervalued vs. REIT Peers





Price to Book as of 5/7/24(1)







- 1) Calculated using the May 7, 2024 closing stock price divided by Q4 annualized AFFO
- 2) Calculated as Q1 2024 annualized dividend divided by the May 7, 2024, closing stock price
- 3) Average of NNN, PSTL, VICI, FCPT, NTST, EPRT

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Undervalued Compared to Peers

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How to Buy Our Stock

You can buy NewLake Capital share on the US OTC Markets under the ticker symbol NLCP with the brokers listed below.

800.454.9272
800.387.2331
866.855.9102
877.442.2757
647.475.0451
800.678.9147
647.776.8230
212.593.7524
800.203.6611
888.533.2266
800.972.2155

Note: Brokers are based on the Company's most recent knowledge. Broker policies may change without notice.

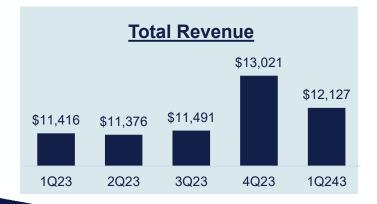




Supplemental Information

Quarterly Performance Summary

	2024		2023	3	
(In thousands, except share amounts)	<u>1Q 2024</u>	<u>4Q 2023</u>	<u>3Q 2023</u>	<u>2Q 2023</u>	<u>1Q 2023</u>
Total Revenue	\$12,127	\$13,021	\$11,491	\$11,376	\$11,416
General and Administrative Expense ⁽¹⁾	\$1,705	\$1,436	\$1,561	\$1,648	\$1,705
General and Administrative Expense(1)/Total Revenues	14.1%	11.0%	13.6%	14.5%	14.9%
General and Administrative Expense ⁽¹⁾ /Total assets	1.6%	1.3%	1.4%	1.5%	1.5%
Net Income Attributable to Common Stockholders	\$6,869	\$6,962	\$5,958	\$5,797	\$5,868
Net Income Attributable to Common Stockholders Per Share - Diluted	\$0.33	\$0.34	\$0.28	\$0.27	\$0.27
Funds From Operations("FFO") attributable to Common Stockholders - Diluted	\$10,558	\$10,656	\$9,634	\$9,466	\$9,531
FFO Attributable to Common Stockholders - Diluted	\$0.50	\$0.51	\$0.45	\$0.44	\$0.44
Adjusted Funds From Operations ("AFFO") - Diluted	\$10,960	\$10,751	\$10,084	\$9,912	\$9,907
AFFO Attributable to Common Stockholders - Diluted	\$0.52	\$0.51	\$0.47	\$0.46	\$0.46
Percentage of Portfolio Leased	100%	100%	100%	100%	100%
Payout Ratio	79%	78%	83%	85%	85%









Balance Sheet

(In thousands, except share amounts)	March 31, 2024	December 31, 2023
Assets:		
Real Estate		
Land	\$21,397	\$21,397
Building and Improvements	398,805	390,911
Total Real Estate	420,202	412,308
Less Accumulated Depreciation	(35,066)	(31,999)
Net Real Estate	385,136	380,309
Cash and Cash Equivalents	21,546	25,843
In-Place Lease Intangible Assets, net	19,283	19,779
Loan Receivable, net	4,848	4,833
Other Assets Tatal Assets	2,304	2,528
Total Assets	\$433,117	\$433,292
Liabilities and Equity:		
Liabilities:		
Accounts Payable and Accrued Expenses	\$697	\$1,117
Revolving Credit Facility	4,000	1,000
Loan Payable, net	-	1,000
Dividends and Distributions Payable	8,577	8,385
Security Deposits	8,342	8,616
Rent Received in Advance	668	990
Other Liabilities	170	227
Total Liabilities	22,454	21,335
Commitments and Contingencies		
Equity:		
Preferred Stock, \$0.01 Par Value, 100,000,000 Shares Authorized, 0 and 0 Shares Issued and Outstanding, Respectively	-	-
Common Stock, \$0.01 Par Value, 400,000,000 Shares Authorized, 20,503,520 and 21,408,194 Shares Issued and Outstanding, Respectively	205	205
Additional Paid-In Capital	445,590	445,289
Accumulated Deficit	(42,479)	(40,909)
Total Stockholders' Equity	403,316	404,585
Noncontrolling Interests	7,347	7,372
Total Equity Equity Total Equity Equ	410,663	411,957
Total Liabilities and Equity	\$433,117	\$433,292



Statement of Operations

	For the Three Months Ended March 31,				
(In thousands, except share amounts)	<u>2024</u>	<u>2023</u>			
Revenue:					
Rental Income	\$12,127	\$11,157			
Interest Income from Loans	131	128			
Fees and Reimbursables	350	131			
Total Revenue	12,608	11,416			
Expenses:					
Property Expenses	22	94			
Depreciation and Amortization Expense	3,568	3,561			
General and Administrative Expenses:					
Compensation Expense	1,235	1,127			
Professional Fees	402	322			
Other General and Administrative Expenses	418_	470			
Total General and Administrative Expenses	2,055	1,919			
Total Expenses	5,645	5,574			
Provision for Current Expected Credit Loss	14	-			
Income From Operations	6,977	5,842			
Other Income (Expense):	100	220			
Interest Expense	(83)	(92)			
Total Other Income (Expense)	17	128			
Net Income	6,994	5,970			
Net Income Attributable to Noncontrolling Interests	(125)	(102)			
Net Income Attributable to Common Stockholders	\$6,869	\$5,868			
Net Income Attributable to Common Stockholders Per Share - Basic	\$0.33	\$0.27			
Net Income Attributable to Common Stockholders Per Share - Diluted	\$0.33	\$0.27			
Weighted Average Shares of Common Stock Outstanding – Basic	20,541,840	21,423,470			
Weighted Average Shares of Common Stock Outstanding - Diluted	20,942,254	21,797,316			



Non-GAAP Financial Information

The table below is a reconciliation of net income attributable to common stockholders to FFO and AFFO for the three months ended March 31, 2024, and 2023 (in thousands, except share and per share amounts)

	For the Three Months Ended March 31,		
(In thousands, except share amounts)	<u>2024</u>	<u>2023</u>	
Net Income Attributable to Common Stockholders	\$6,869	\$5,868	
Net Income Attributable to Noncontrolling Interests	125	102	
Net Income attributable to common stockholders - diluted	6,994	5,970	
Adjustments:			
Real Estate Depreciation and Amortization	3,564	3,561	
FFO Attributable to Common Stockholders – diluted	\$10,558	\$9,531	
Provision for Current Expected Credit Loss	(14)	-	
Stock-Based Compensation	350	308	
Non-Cash Interest Expense	67	68	
Amortization of Straight-Line Rent Expense	(1)		
AFFO Attributable to Common Stockholders - diluted	\$10,960	\$9,907	
FFO per share – diluted	\$0.50	\$0.44	
AFFO per share – diluted	\$0.52	\$0.45	



Capital Commitments

As of March 31, 2023 ⁽¹⁾						
Location	Site Type	Amount				
Arizona	Cultivation	\$1,427				
Missouri	Cultivation	\$3,294				
Pennsylvania	Cultivation	\$750				
Pennsylvania	Cultivation	\$987				
		\$6,457				
	Location Arizona Missouri Pennsylvania	LocationSite TypeArizonaCultivationMissouriCultivationPennsylvaniaCultivation				

(1) \$'s in thousands



Lease Expiration Schedule

Less than 5% of leases expiring in the next 10 years

					1.8%		0.8%	3.5%	1.2%	
2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	Thereafter

Year	# of Leases	Renta	Rentable SF		Annualized Base Rent		
		<u>SF</u>	<u>%</u>	<u>ABR</u>	<u>%</u>		
2024	-	-	-	-	-		
2025	-	-	-	-	-		
2026	-	-	-	-	-		
2027	-	-	-	-	-		
2028	-	-	-	-	-		
2029	3	11	0.7%	\$869	1.8%		
2030	-	-	-	-	-		
2031	2	15	0.9%	\$405	0.8%		
2032	8	44	2.7%	\$1,725	3.5%		
2033	2	10	0.6%	\$584	1.2%		
Thereafter	16	1,537	95.1%	\$45,079	92.6%		
Total	31	1,616	100.0%	\$48,662	100.0%		



92.6%

Cultivation Property List

Tenant	State	City	Date Acquired	% Leased	Square Feet		Invested / Committed Capital \$			
					In Place	Under Development	Invested	Committed	Total \$	Total \$ PSF
Acreage	Massachusetts	Sterling	10/31/2019	100%	38,380		\$9,787,999	-	\$9,787,999	\$255
Acreage	Pennsylvania	Sinking Springs	10/31/2019	100%	30,625		\$10,158,372	-	\$10,158,372	\$332
Ayr	Pennsylvania	Pottsville	6/30/2022	100%	38,031		\$14,528,586	\$750,000	\$15,278,586	\$402
Ayr	Nevada	Sparks	6/30/2022	100%	56,536		\$13,578,804	-	\$13,578,804	\$240
C3	Missouri	O'Fallon	4/1/2022	100%	40,700	53,870	\$30,706,435	\$3,293,565	\$34,000,000	\$360
Calypso	Pennsylvania	Erie	11/1/2021	100%	99,200		\$32,013,378	\$986,623	\$33,000,000	\$333
The Cannabist Company	Illinois	Aurora	12/23/2019	100%	32,802		\$11,469,139	-	\$11,469,139	\$350
The Cannabist Company	Massachusetts	Lowell	12/23/2019	100%	38,890		\$14,777,302	-	\$14,777,302	\$380
Cresco	Illinois	Lincoln	12/31/2019	100%	222,455		\$50,677,821	-	\$50,677,821	\$228
Curaleaf	Florida	Mt. Dora	8/31/2021	100%	417,350		\$75,983,217	-	\$75,983,217	\$182
Good Day Farm	Missouri	Chaffee	12/20/2021	100%	81,808		\$21,132,965		\$21,132,965	\$258
Mint	Arizona	Phoenix	3/30/2021	100%	-	100,758	\$19,588,1220	\$1,427,148	\$21,015,268	\$209
Revolutionary Clinics	Massachusetts	Fitchburg	6/30/2021	100%	145,852		\$42,275,000	-	\$42,275,000	\$290
Trulieve	Pennsylvania	Mckeesport	10/31/2019	100%	144,602		\$41,500,000	-	\$41,500,000	\$287



Dispensary Property List

Tenant	State	City	Date Acquired	% Leased	Square Feet	Invested / Committed Capital \$	
						Total Invested	Total \$ PSF
Acreage	Connecticut	Uncasville	10/31/2019	100%	2,872	\$925,751	\$322
The Cannabist Company	Illinois	Chicago	12/23/2019	100%	4,736	\$1,127,931	\$238
The Cannabist Company	Massachusetts	Greenfield	12/23/2019	100%	4,290	\$2,108,951	\$492
The Cannabist Company	California	San Diego	12/23/2019	100%	2,470	\$4,581,419	\$1,855
Curaleaf	Illinois	Chicago	1/31/2021	100%	5,040	\$3,152,185	\$625
Curaleaf	North Dakota	Minot	1/31/2021	100%	4,590	\$2,011,530	\$438
Curaleaf	Connecticut	Groton	2/28/2020	100%	11,181	\$2,773,755	\$248
Curaleaf	Pennsylvania	King of Prussia	1/31/2020	100%	1,968	\$1,752,788	\$891
Curaleaf	Illinois	Litchfield	1/31/2020	100%	1,851	\$540,700	\$292
Curaleaf	Illinois	Mokena	1/31/2020	100%	4,200	\$963,811	\$229
Curaleaf	Illinois	Morris	1/31/2020	100%	6,100	\$1,567,005	\$257
Curaleaf	Ohio	Newark	2/28/2020	100%	7,200	\$3,207,606	\$446
Curaleaf	Pennsylvania	Morton	2/28/2020	100%	3,500	\$2,111,999	\$603
Green Light	Arkansas	Little Rock	1/31/2020	100%	7,592	\$1,964,801	\$259
PharmaCann	Pennsylvania	Shamokin	2/28/2020	100%	3,481	\$1,200,000	\$345
PharmaCann	Massachusetts	Shrewsbury	2/28/2020	100%	11,116	\$1,900,000	\$171
PharmaCann	Ohio	Wapakoneta	11/4/2022	100%	3,735	\$1,550,000	\$415





Thank You

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