

CRESCOLABS®

CSE: CL.CN | OTC: CRLBF

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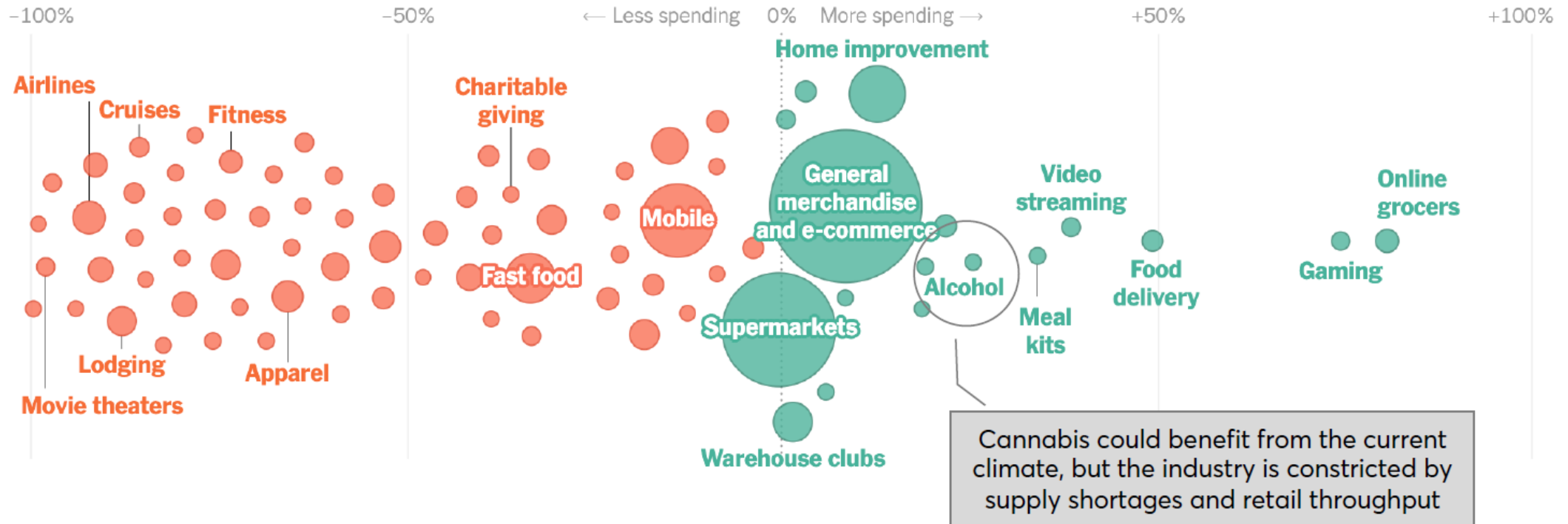
June 2020 Updates

- COVID-19
- Illinois
- Pennsylvania
- California
- Other Market Updates



COVID-19 IMPACT

CHANGE IN SPENDING BEFORE AND AFTER U.S. OUTBREAK



ILLINOIS

ESTABLISHING MEANINGFUL, MATERIAL MARKET POSITION

Illinois Cultivation Expansion



35,000 ft²

Cultivation as of Q1 2020

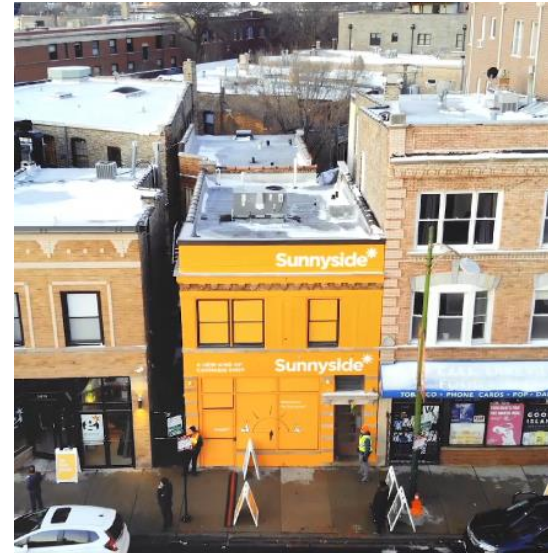
215,000 ft²

Cultivation as of Q3 2020¹

630,000 ft²

Potential Canopy Space
(Largest of any IL operator)

Illinois Sunnyside*



7

Operational Stores²



3

Additional Openings
Planned in 2020

1) Buildout complete as of start of Q2 2020, harvesting throughout Q3 and the remainder of 2020.

2) Only five stores reflected in Q1 2020 financials. Stores 6 and 7 opened end of May 2020.

PENNSYLVANIA

ESTABLISHING MEANINGFUL, MATERIAL MARKET POSITION

Pennsylvania Cultivation Expansion



22,000 ft²

Cultivation as of Q1 2020

88,000 ft²

Cultivation as of Q3 2020¹

Pennsylvania Sunnyside*



3

Operational Stores



3

Additional Openings
Planned

1) Buildout complete as of start of Q2 2020, harvesting throughout Q3 and the remainder of 2020.

EXECUTING IN CALIFORNIA

INTEGRATING ORIGIN HOUSE FOR PROFITABLE GROWTH



Earn More

- Increase Dispensary Penetration, and Share of Shelf
- Develop only the Most Profitable Brands on Continuum
- Improved yields across platform using FloraCal model

Use Less

- Facility and Warehouse Consolidation
- Realization of Back-Office Synergies
- Fleet Optimization and Improved Logistics

Leverage California to Grow Cresco Brands

OTHER MARKET UPDATES

DEVELOPING OPERATIONS ACROSS STRATEGIC GEOGRAPHIC FOOTPRINT



- Recently announced option to purchase 4 additional dispensaries
- Ohio is one of the fastest growing medical markets – 30% growth in avg weekly sales from Feb to Apr.
- Current cultivation space is 25K sqft – undergoing upgrades funded by sale-and-leaseback

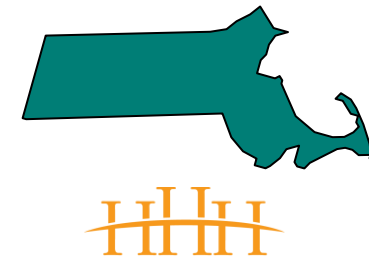


- Converted all four NY dispensaries to Sunnyside* retail brand
- Launched medical cannabis delivery program
- Constructive commentary from Governor Cuomo on legalization

- Recently Closed on Sale-and-Leaseback of Marshall, MI facility
- Property accounts for approximately 115,000 sqft of aggregate industrial space
- 10th Largest state in the country by population



- Closed acquisition of Hope Heal Health, Inc on February 7th
- Fall River, MA facility includes cultivation and processing located adjacent to owned dispensary
- Licensed for 2 additional dispensaries in MA



Strategic footprint includes 6 of the 10 largest U.S. states

Cresco Labs Corporate Snapshot



Corporate Summary



2013

Year Founded



1,400+

Employees



9

States



15

Cultivation & Production Facilities



604K

Total Cultivation Square Footage



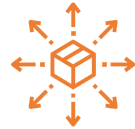
17

Operating Retail Locations



29

Retail Licenses



770+

Dispensaries
with our Products



126M / 58%

US Addressable
Market / %



5,000+

SKU's in Production



\$2.53B

Market Cap (\$CAD)
As-of May Month End



\$66.4M

1Q20 Revenue



215%

YOY Revenue Growth



48%

1Q20 Operational Gross
Profit Margin



\$3.2M

1Q20 Adj EBITDA

Note: Numbers are estimates.

Note: Retail Licenses includes ability to apply for up to two additional retail licenses in MA, and option to purchase 4 additional locations in OH.

Our Team Comes from a Broad Experience Base



abbvie

TAO



Johnson & Johnson



pandora



MOLSON Coors



Walgreens

Lifeway



1,400+ EMPLOYEES

Our Strategy

CRESO LABS ADVANTAGE:
VERTICAL INTEGRATION

● - - - - - LONG-TERM VALUE - - - - - ●



CULTIVATE &
MANUFACTURE



BRANDS &
PRODUCTS



WHOLESALE
DISTRIBUTION



OWNED. RETAIL

CRESO LABS®

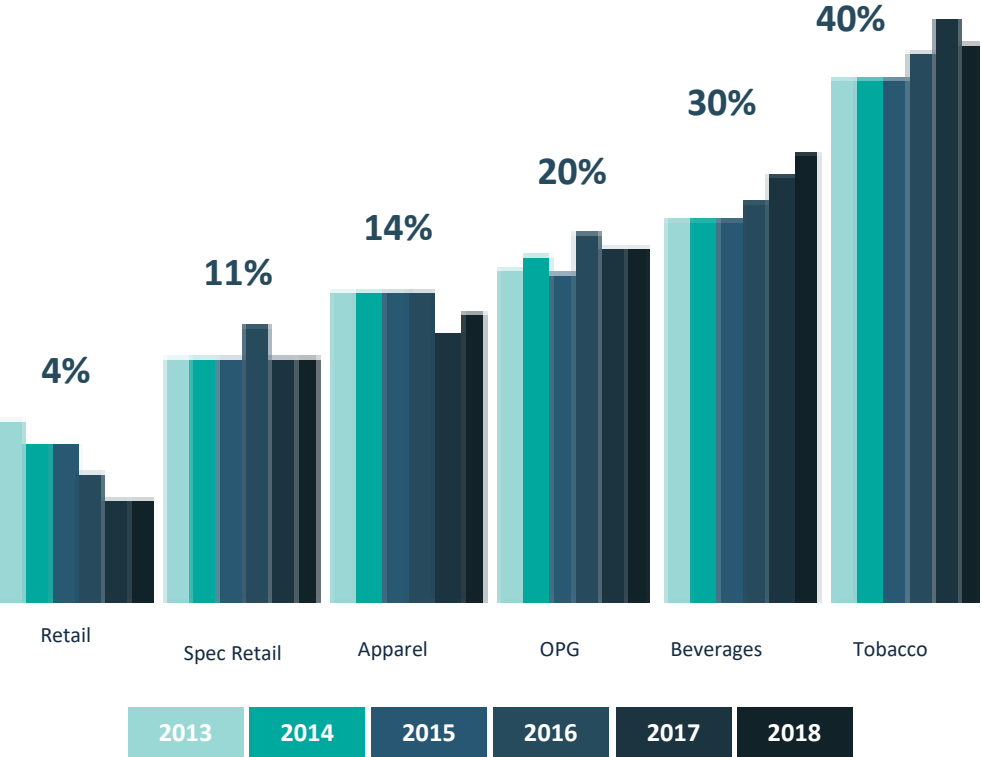
CRESO LABS®

GROWING FOR YOU

Why Vertical Integration Will Win

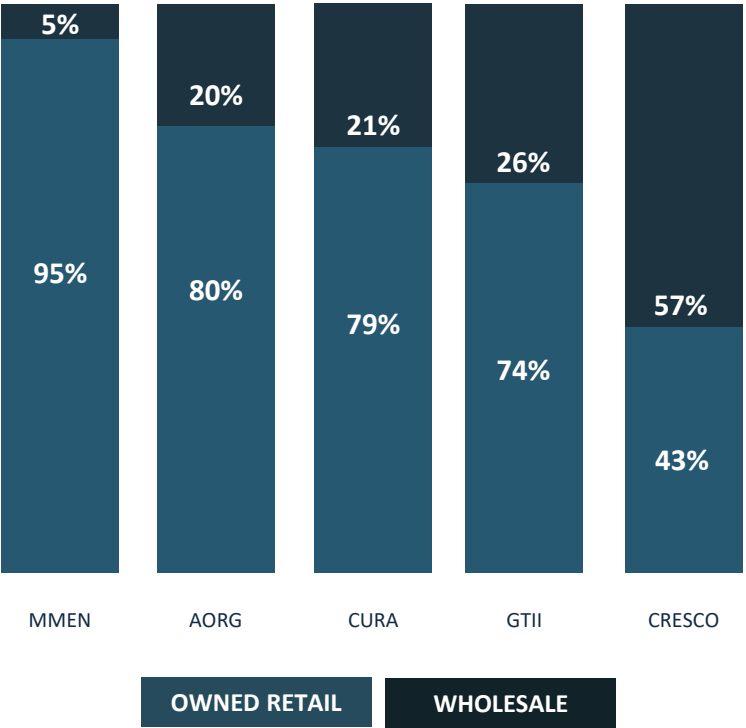
Ebit Margins Consumer Verticals

CRESCOLABS



Brands deliver higher margins

Retail vs Wholesale Revenue Mix



GROWING FOR YOU

Brands secure breadth producing higher revenue

Source: Cowen & Company.

GOOD
NEWS

RESERVE™

wonder
WELLNESS CO.

MINDY'S™
mindy.f.segal
—CHEF LED ARTISANAL EDIBLES—

HIGH
SUPPLY™

Remedi⁺™


CRESCO™

BRAND
PORTFOLIO

OUR PRODUCTS

Cresco products come in a variety of different forms, so whether you're flying solo or with a group, looking for something a little stronger or more discreet, we have a form to fit the occasion.





Remedi⁺TM

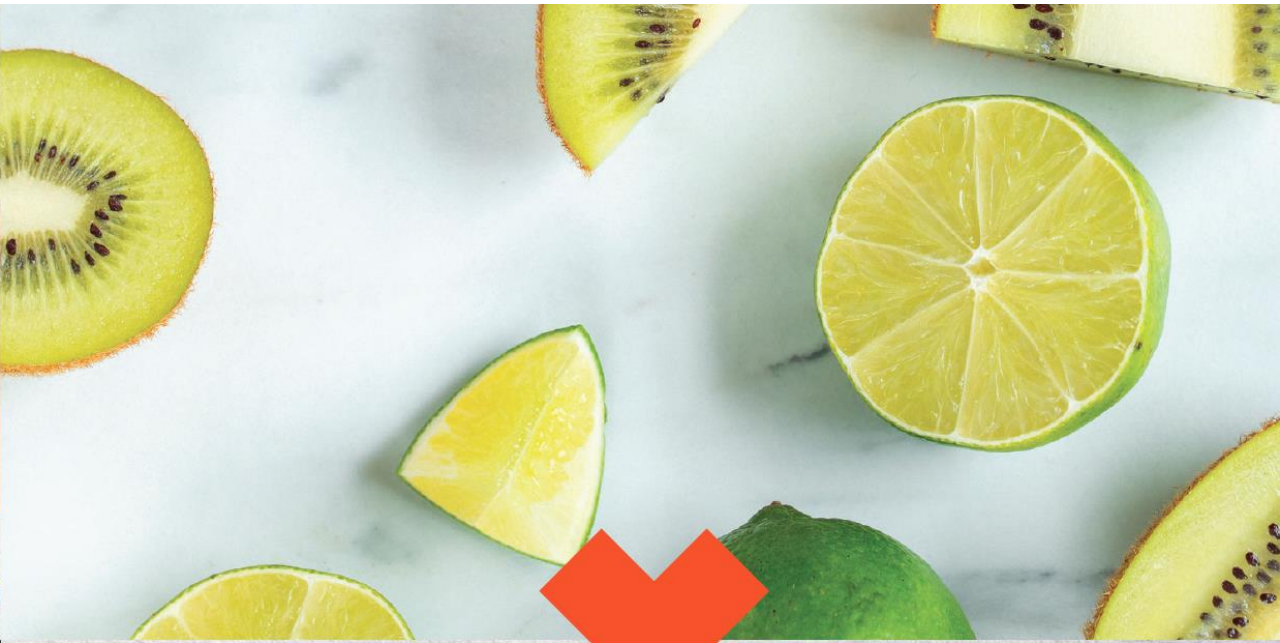


THIS IS DELICIOUSNESS



Taste the difference a master chef makes,
as ***James Beard Award-winner Mindy Segal***
unleashes her culinary craft to take cannabis
confections from edible to incredible.





PERFECTLY DOSED

We use only the cleanest distillate cannabis extracts and dose them with precision for a more consistent experience.



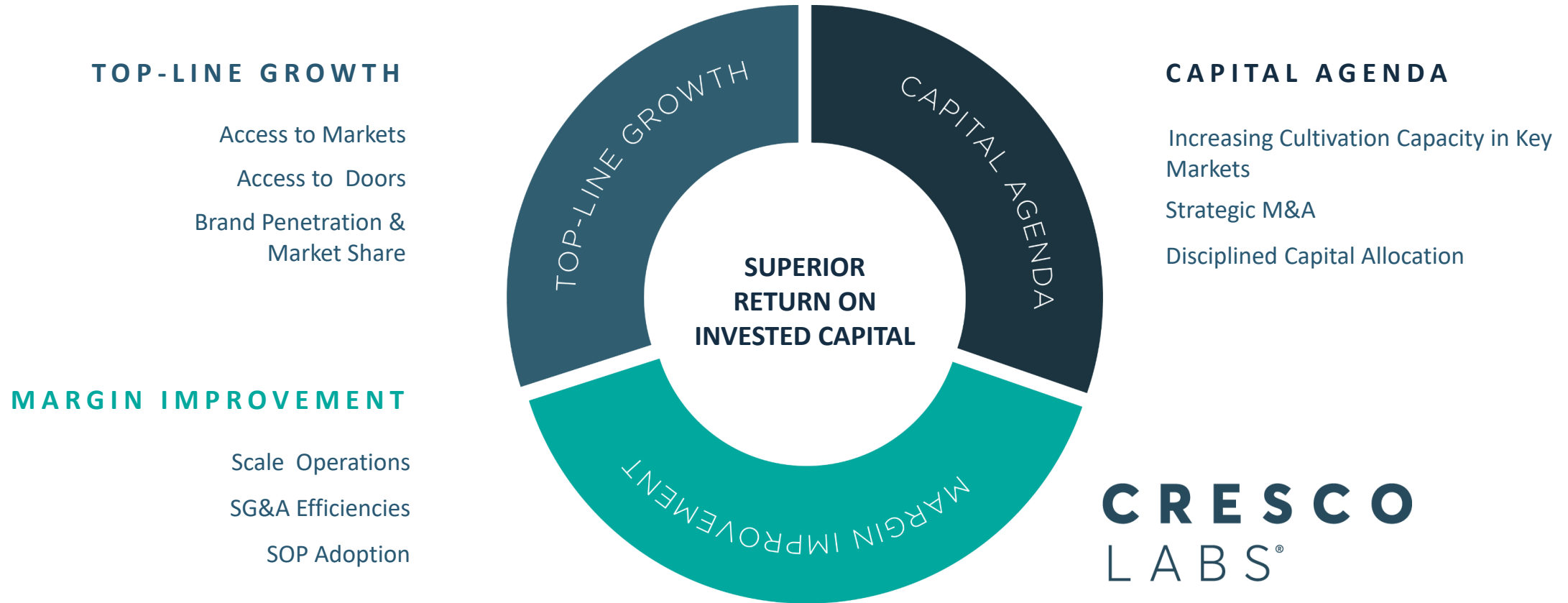
GOOD NEWS

THE MOST COLORFUL BRAND IN CANNABIS





Delivering Superior Growth



THANK YOU

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