

# **Q1 2023 FINANCIAL HIGHLIGHTS** (\$ in Millions) Y/Y: Q1'22 VS. Q1'23 --Net Revenue<sup>1</sup> **US\$** Millions \$114.2 +34%\$85.1 Q1 '22 Q1 '23 Adj. EBITDA / Margin<sup>2</sup> **US\$** Millions 20.1% 19.2% +41%\$23.0 \$16.4 Margin: +91 bps Q1 '23 Q1 '22

#### **RECENT ANNOUNCEMENTS**

- AWH Announces Q1 2023 Financial Results
- AWH Announces Leadership Transition
- Closed on Acquisition to Acquire Four Maryland Dispensaries
- Opens 1st Outlet Store in Illinois
- Opens New Outlet Dispensary in Michigan

#### **IN THE NEWS**

 Following our Q1 earnings release, BestStocks, Green Market Report, Seeking Alpha, Benzinga, among others reported on our leadership changes and positive cash flow from operations.



#### **NEW HIRES**

Meet AWH's new CEO, John Hartmann! John is an accomplished business leader with a track record of success in a variety of industries. He has 20+ years of experience leading large-scale retail organizations such as BuyBuy Baby, True Value, and Home Depot. He also brings significant public and private board expertise. Join us in welcoming John! Read more about John, here.

Meet Sam Brill, a new Director on our Board. Sam has more than 25 years of experience in capital markets, corporate finance, investment banking and business operations. He brings a wealth of cannabis debt financing and public board experience and we are thrilled to have him join our Board. Sam will also serve as Lead Independent Director and Chairman of our Compensation and Governance Committee.



### IN THE WEEDS

In April, Ascend opened our ninth dispensary in Illinois. The dispensary is located in Tinley Park, IL and is an outlet dispensary offering customers everyday 'flower at a fraction'. Check out the menu here.





It's official! We have entered our seventh state, marked by the closing of our acquisition of four dispensaries in Maryland. Read more, here.

Check out what is cooking in the kitchen! Our new 'Limited Time Only', Red White and Berry gummies just in time for summer!



# **FEATURED PODCASTS & VIDEOS**



Dan Neville, CFO, gives an update on the business during the Benzinga Cannabis Conference in Miami (April 2023). Check it out here. Frank Perullo, Co-Founder and Director, participated in the Green Rush Podcast to discuss his pathway to the cannabis industry. Tune in to hear what he had to say.



# **EMPLOYEE SPOTLIGHT**



Last quarter, we introduced a cultivation video from our Athol, MA facility. This edition, join Jack, Director of Cultivation at that facility, for an even closer look.

# **ANALYST COVERAGE**

- Bobby Burleson, Canaccord Genuity
- Jon DeCourcey, BTIG
- Neal Gilmer, Haywood Securities
- Ty Collin, Eight Capital
- Matt McGinley, Needham & Company, LLC
- Jesse Pytlak, Cormark Securities
- Sonny Randhawa, Seaport Global
- Andrew Semple, Echelon Wealth Partners
- Russell Stanley, Beacon Securities
- Frederico Gomez, ATB Capital Markets

Investor Relations Contact: Rebecca Koar ir@awholdings.com (617) 453-4042 ext. 90102



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