



# INVESTOR FACT SHEET | Q3 2024

CSE: AAWH-U.CN; OTCQX: AAWH



## Overview

AWH is a vertically integrated operator with assets in Illinois, Maryland, Massachusetts, Michigan, Ohio, New Jersey, and Pennsylvania. AWH owns and operates state-of-the-art cultivation facilities, grows award-winning strains, and produces a curated selection of products. AWH produces and distributes its Common Good, Simply Herb, Ozone, Effin', and Royale branded products.

For more information, visit [www.awholdings.com](http://www.awholdings.com).

## Recent Announcements

- » Ascend Wellness Holdings Introduces "Effin'"--[A New Edibles Brand Delivering Targeted Effects](#)
- » Ascend Wellness Holdings Announces [Leadership Updates](#)
- » Ascend Wellness Expands Access to [Non-Medical Cannabis At Its Fifth Retail Location in Ohio](#)
- » Ascend Wellness Holdings Signs Definitive Agreements to [Issue \\$235 Million of Senior Secured Notes](#)

Select Flagship Locations

**St. Louis Area | Collinsville**  
Strategically located in the retail corridor near St. Louis

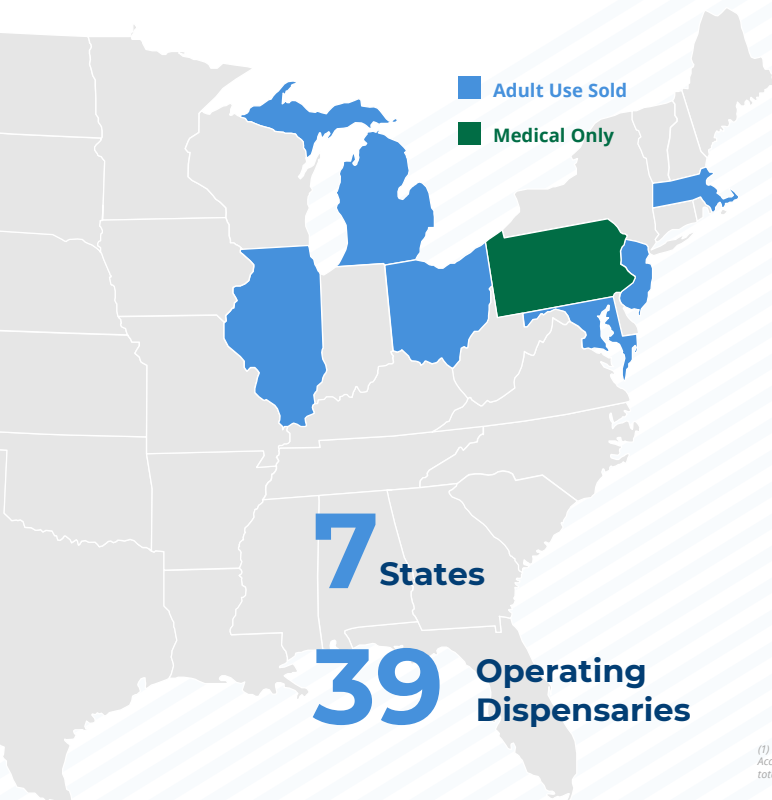
**Chicago | River North**  
Located just outside Chicago Loop, the central shopping and business district

**Cincinnati | Cincinnati**  
Located near the Hard Rock Casino and the Kentucky border

**Boston Garden | Faneuil Hall**  
Downtown Boston located between TD Garden and Faneuil Hall

**Paramus | Rochelle Park**  
On Rt. 17 and a mile from Garden State Plaza in Northern NJ

**Fort Lee | Fort Lee**  
Minutes to the George Washington Bridge, NJ Turnpike, and NJ Rt. 46



State	Operating Dispensaries	Planned Dispensaries	Operating Cultivation & Processing <sup>3</sup>
<b>IL</b>	12 recreational <sup>1</sup>		1 108,000 sq. ft canopy
<b>MA</b>	3 recreational		2 67,000 sq. ft canopy
<b>NJ</b>	3 recreational	1 partnership <sup>1</sup>	1 42,000 sq. ft canopy
<b>MI</b>	7 recreational	1 re-opening 4Q '24	1 28,000 sq. ft canopy
<b>MD</b>	4 recreational		Third Party Contracted
<b>OH</b>	5 recreational <sup>2</sup>	3 10-b licenses	1 3,000 sq. ft canopy
<b>PA</b>	5 medical	1 under construction <sup>3</sup>	1 6,000 sq. ft canopy
	<b>39 Total</b> <small>Including 2 Partnerships</small>	<b>6 Dispensaries</b> <small>Including 2 Partnerships</small>	<b>255,000 sq. ft</b> <small>7 Facilities</small>

(1) Includes partnership transactions in Illinois and New Jersey, which are not yet closed and subject to regulatory approval. (2) Includes pending acquisition of Ohio Patient Access LLC. (3) License is owned by AWH, but the site is not yet operational and/or under construction. (4) See discussion of forward-looking statements. (5) Canopy includes total canopy (vegetation, flower, and propagation).



Fully Diluted Shares  
 Outstanding: 222M\*  
 Stock Price: \$0.84\*  
 Market Cap: \$186M\*

\*as of 9/30



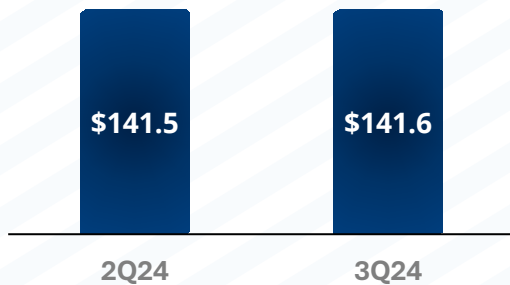
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## Financial Highlights

\$ in U.S. millions, unless otherwise noted

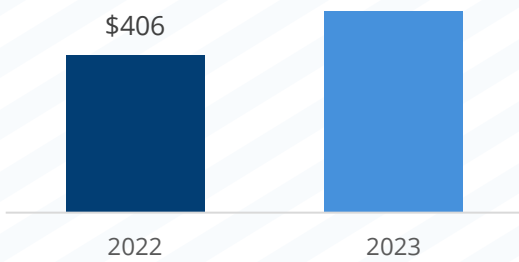
### Net Revenue



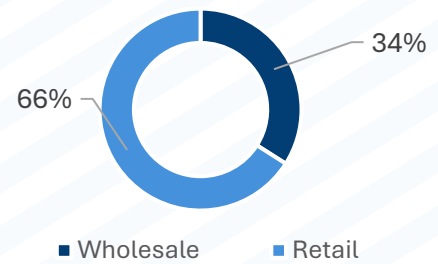
### Adj. EBITDA / Margin<sup>1</sup>



### Full Year Revenue



### 3Q24 Net Revenue Split



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This publication includes forward looking statements. Please see forward looking statement disclaimer as part of our latest earnings release on our website or inquire with [ir@awholdings.com](mailto:ir@awholdings.com)

## Management Team

**Frank Perullo**  
 Director, Co-Founder, & President

**Sam Brill**  
 CEO & Independent Director

**Roman Nemchenko**  
 Chief Financial Officer

**David Gacom**  
 Chief Commercial Officer

**Melissa Feck**  
 Chief People Officer

**Rebecca Koar**  
 EVP, IR and Corporate Affairs

## Board of Directors

**Abner Kurtin**  
 Executive Chairman  
 & Co-Founder

**Frank Perullo**  
 Director, Co-Founder, & President

**Sam Brill**  
 CEO & Director

**Scott Swid**  
 Independent Director

**Josh Gold**  
 Independent Director

**Julie Francis**  
 Independent Director

**John Hartmann**  
 Director

[ir@awholdings.com](mailto:ir@awholdings.com)