



## Columbia Care Reports Record Preliminary Fourth Quarter and Full Year 2020 Results; Issues 2021 Guidance

March 3, 2021

*Q4 & Full Year 2020 Preliminary Results Exceed Consensus Estimates and Reflect Continued Growth and Improvement Across Key Financial Metrics*

*Delivers on 2020 Outlook with Outperformance in Multiple Markets Across the Country*

*Strong Balance Sheet with More Than C\$179 Million Raised Subsequent to Year-End; Well-Positioned for Additional Accretive Acquisitions and Targeted Growth CapEx in Markets Converting from Medical Only to Adult Use*

NEW YORK--(BUSINESS WIRE)-- Columbia Care Inc. (NEO: CCHW) (CSE: CCHW) (OTCQX: CCHWF) (FSE: 3LP) ("Columbia Care" or the "Company") is providing preliminary results for the fourth quarter and full year ended December 31, 2020. The Company is also issuing 2021 guidance.

"Our record breaking fourth quarter and full year performance was driven by continued revenue growth and margin expansion. We generated robust sequential and year-over-year increases in Combined Revenue, Gross Profit and Adjusted EBITDA," said Nicholas Vita, CEO of Columbia Care. "We effectively navigated the challenges of the COVID-19 pandemic and, in spite of those headwinds, delivered an exceptional year as we exceeded every milestone target set forth in our 2020 outlook. Highlighting our position as an industry consolidator, we closed key acquisitions with The Green Solution and Project Cannabis and announced the transformational acquisition of Green Leaf Medical, which remains on target to close in the 3<sup>rd</sup> quarter of this year. Most notably, corporate profitability continued to expand as we further leverage our national scale. Including the full fourth quarter's financial contribution of Project Cannabis, Columbia Care generated approximately \$87M in Combined Revenue and \$12M in Adjusted EBITDA. We have continued to see sequential revenue growth and margin improvements in the first quarter 2021, affirming Columbia Care's position as the fastest growing top-tier multi-state operator.<sup>1</sup> I am extremely proud of our team's dedication to executing our growth strategy and delivering the highest-quality cannabis to our loyal patients and customers in the communities we serve."

### Fourth Quarter 2020 Financial Highlights<sup>2</sup> (in \$ thousands, excl. margin items)

	Q4 2020	Q3 2020	Q4 2019	% QoQ	% YoY
<b>Combined Results</b>					
Revenue	\$ 81,799	\$ 54,162	\$ 24,524	51%	234%
Adj. Gross Profit <sup>3</sup>	\$ 33,976	\$ 21,157	\$ 6,017	61%	465%
Adj. EBITDA	\$ 9,468	\$ 4,226	\$ (14,330)	124%	N/A
<b>Pro Forma Revenue</b>					
Revenue	\$ 86,876	N/A	N/A	N/A	N/A
<b>As Reported</b>					
Revenue	\$ 76,064	\$ 48,703	\$ 23,172	56%	228%
Gross Profit	\$ 30,368	\$ 17,231	\$ 5,489	76%	453%
Adj. EBITDA	\$ 8,303	\$ 3,077	\$ (13,911)	170%	N/A
Cash	\$ 61,111	\$ 42,142	\$ 47,464	45%	29%

### Full Year 2020 Financial Highlights<sup>2</sup> (in \$ thousands, excl. margin items)

	FY 2020	FY 2019	% YoY
<b>Combined Results</b>			
Combined Revenue	\$ 197,909	\$ 78,811	151%
Combined Adj. Gross Profit <sup>3</sup>	\$ 76,109	\$ 21,137	260%
Combined Adj. EBITDA	\$ (905)	\$ (47,355)	98%
<b>Pro Forma Revenue</b>			
Revenue	\$ 290,290	N/A	N/A
<b>As Reported</b>			
Revenue	\$ 179,503	\$ 77,459	132%

Gross Profit	\$ 65,772	\$ 20,609	219%
Adj. EBITDA	\$ (4,138)	\$ (46,936)	91%

## 2021 Outlook

Metric	Pro Forma
Combined Revenue	\$500M - \$530M
Combined Adjusted Gross Margin	47%+
Combined Adjusted EBITDA	\$95M - \$105M

Columbia Care's pro forma 2021 outlook assumes the Company's pending acquisition of Green Leaf Medical closes in the 3<sup>rd</sup> quarter but does not include any contribution from future acquisitions nor does it assume any changes in the regulatory environment in markets where Columbia Care currently operates, such as the pending adult-use program in New Jersey. This also excludes markets where a conversion from medical only to adult use is under consideration by the Governor and/or legislature, such as New York and Virginia. See "Caution Concerning Forward-Looking Statements" below for further discussion.

## Conference Call and Webcast Details

The Company will host a conference call on Tuesday, March 16, 2021 at 8:00 a.m. ET to discuss its full financial and operating results for the fourth quarter and full year 2020.

To access the live conference call via telephone, please dial 1-877-407-8914 (US Callers) or 1-201-493-6795 (international callers). A live audio webcast of the call will also be available in the Investor Relations section of the Company's website at <https://ir.col-care.com/> or at <https://78449.themediaframe.com/dataconf/productusers/colc/mediaframe/43954/index1.html>.

A replay of the audio webcast will be available in the Investor Relations section of the Company's website approximately 2 hours after completion of the call and will be archived for 30 days.

## About Columbia Care

Columbia Care is one of the largest and most experienced cultivators, manufacturers and providers of medical and adult use cannabis products and related services with licenses in 18 US jurisdictions and the EU. Columbia Care currently operates 108 facilities<sup>4</sup> including 81 dispensaries and 27 cultivation and manufacturing facilities. Columbia Care is one of the original providers of medical cannabis in the United States, and continues to deliver an industry-leading, patient-centered medicinal cannabis operation that has quickly expanded into the adult use market as a premier operator. The company currently offers products spanning flower, edibles, oils, and tablets, and manufactures popular brands including Seed & Strain, Amber and Platinum Label CBD. With more than four million sales transactions since its inception in 2012, Columbia Care is known for setting the standard for compassion, professionalism, quality, care, and innovation in the rapidly expanding cannabis industry. For more information on Columbia Care, please visit [www.col-care.com](http://www.col-care.com).

## Non-IFRS Financial Measures

In this press release, Columbia Care refers to certain non-IFRS financial measures, Combined Revenue, Combined Adj. Gross Profits Combined Adj. EBITDA. These measures do not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. Columbia Care considers certain non-IFRS measures to be meaningful indicators of the performance of its business. A reconciliation of such non-IFRS financial measures to their nearest comparable IFRS measure is contained in the Company's Management, Discussion and Analysis for the three and nine months ended September 30, 2020 dated November 11, 2020 and additional details will be included in the Company's upcoming results.

## Caution Concerning Forward-Looking Statements

This press release contains certain statements that constitute forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). Statements concerning Columbia Care's objectives, goals, strategies, priorities, intentions, plans, beliefs, expectations and estimates, and the business, operations, financial performance and condition of Columbia Care as well as statements under the heading "2021 Outlook" are forward-looking statements. The words "believe", "expect", "anticipate", "estimate", "intend", "may", "will", "would", "could", "should", "continue", "plan", "goal", "objective", and similar expressions and the negative of such expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words.

Certain material factors and assumptions were applied in providing these forward-looking statements. Forward-looking information involves numerous assumptions, including assumptions on revenue and expected gross margins, capital allocation, EBITDA break even targets and other financial results; growth of its operations via expansion, for the effects of any transactions; expectations for the potential benefits of any transactions including the acquisition of Green Leaf Medical; statements relating to the business and future activities of, and developments related to, the Company after the date of this press release, including such things as future business strategy, competitive strengths, goals, expansion and growth of the Company's business, operations and plans; expectations that planned acquisitions (including the acquisition of Green Leaf Medical) will be completed as previously announced; expectations regarding cultivation and manufacturing capacity; expectations regarding receipt of regulatory approvals; expectations that licenses applied for will be obtained; potential future legalization of adult-use and/or medical cannabis under U.S. federal law; expectations of market size and growth in the U.S. and the states in which the Company operates; expectations for other economic, business, regulatory and/or competitive factors related to the Company or the cannabis industry generally; and other events or conditions that may occur in the future. Forward-looking statements may relate to future financial conditions, results of operations, plans, objectives, performance or business developments. These statements speak only as at the date they are made and are based on information currently available and on the then current expectations. Holders of securities of the Company are cautioned that forward-looking statements are not based on historical facts but instead are based on reasonable assumptions and estimates of management of the Company at the time they were provided or made and involve known and unknown 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 statements, including, but not limited to, risks and uncertainties related to: the available funds of the Company and the anticipated use of such funds; the availability of financing opportunities; legal and regulatory risks inherent in the cannabis industry; risks associated with economic conditions, dependence on management and currency risk; risks relating to U.S. regulatory landscape and enforcement related to cannabis, including political risks; risks relating to anti-money laundering laws and regulation; other governmental and environmental regulation; public opinion and perception of the cannabis industry; risks related to contracts with third-party service providers; risks related to the enforceability of contracts; reliance on the expertise and judgment of senior management of the Company, and ability to retain such senior management; risks related to proprietary intellectual property and potential infringement by third parties; risks relating to the management of growth; increasing competition in the industry; risks inherent in an agricultural business; risks relating to energy costs; risks associated with cannabis products manufactured for human consumption including potential product recalls; reliance on key inputs, suppliers and skilled labor; cybersecurity risks; ability and constraints on marketing products; fraudulent activity by employees, contractors and consultants; tax and insurance related risks; risks related to the economy generally; risk of litigation; conflicts of interest; risks relating to certain remedies being limited and the difficulty of enforcement of judgments and effect service outside of Canada; risks related to future acquisitions or dispositions; sales by existing shareholders; limited research and data relating to cannabis; as well as those risk factors discussed under "Risk Factors" in Columbia Care's Annual Information Form dated March 31, 2020 and filed with the applicable Canadian securities regulatory authorities on SEDAR at [www.sedar.com](http://www.sedar.com), in the Company's Annual Information Form, and as described from time to time in documents filed by the Company with Canadian securities regulatory authorities.

The purpose of forward-looking statements is to provide the reader with a description of management's expectations, and such forward-looking statements may not be appropriate for any other purpose. In particular, but without limiting the foregoing, disclosure in this press release as well as statements regarding the Company's objectives, plans and goals, including future operating results and economic performance may make reference to or involve forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. A number of factors could cause actual events, performance or results to differ materially from what is projected in the forward-looking statements. No undue reliance should be placed on forward-looking statements contained in this press release. Such forward-looking statements are made as of the date of this press release. Columbia Care undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law. The Company's forward-looking statements are expressly qualified in their entirety by this cautionary statement.

This news release contains future-oriented financial information and financial outlook information (collectively, "FOFI") about Columbia Care's revenue, gross margins and adjusted EBITDA, all of which are subject to the same assumptions, risk factors, limitations, and qualifications as set forth in the above paragraph. FOFI contained in this document was approved by management as of the date of this document and was provided for the purpose of providing further information about Columbia Care's future business operations. Columbia Care disclaims any intention or obligation to update or revise any FOFI contained in this document, whether because of new information, future events or otherwise, unless required pursuant to applicable law. Readers are cautioned that the FOFI contained in this document should not be used for purposes other than for which it is disclosed herein.

---

<sup>1</sup> Per analyst consensus estimates among multi-state operator peers with a market capitalization over \$2 billion.

<sup>2</sup> All preliminary results in this release are based on unaudited information. Combined Results include dispensary and manufacturing operations in Ohio. Consolidation of these businesses will follow closing of executed purchase option agreements which are subject to regulatory review. Pro Forma financial results include impact of Project Cannabis for the full fourth quarter of 2020, and impact of Project Cannabis and The Green Solution for the full year of 2020.

<sup>3</sup> Excludes changes in fair value of biological assets and inventory sold for all periods presented, as well as \$1.8 million in Q3 2020 and \$1.4 million in Q4 2020 related to the write-up of inventory acquired in The Green Solution and Project Cannabis acquisitions, respectively.

<sup>4</sup> Pro forma facilities either open or under development.

View source version on businesswire.com: <https://www.businesswire.com/news/home/20210303005360/en/>

#### **Investors**

Lee Ann Evans  
VP, Investor Relations  
+1.212.271.0915  
[ir@col-care.com](mailto:ir@col-care.com)

#### **Media Contact**

Lindsay Wilson  
VP, Communications  
+1.978.662.2038  
[lwilson@col-care.com](mailto:lwilson@col-care.com)

Gabriella Velez  
5WPR  
[columbiacare@5wpr.com](mailto:columbiacare@5wpr.com)

Source: Columbia Care Inc.

Released March 3, 2021