



# INVESTOR NEWSLETTER

Ascend Wellness Holdings, Inc

CSE: AAWH-U.CN | OTCQX: AAWH

## FY 2023 FINANCIAL HIGHLIGHTS

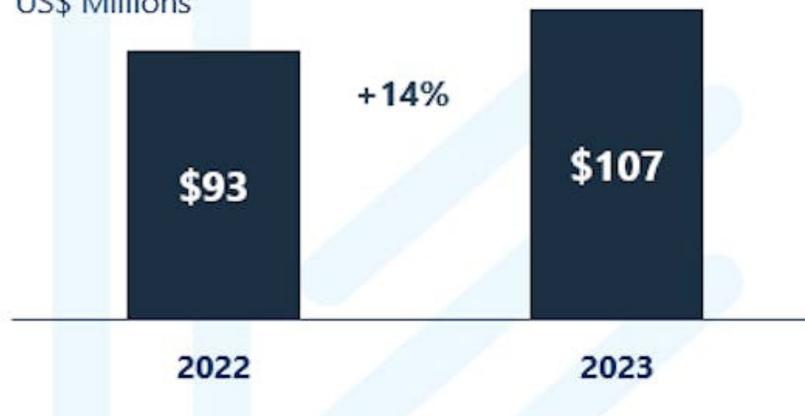
### Net Revenue<sup>(1)</sup>

US\$ Millions



### Adj. EBITDA<sup>(2)</sup>

US\$ Millions



## RECENT ANNOUNCEMENTS

- Ascend Wellness Holdings CEO, John Hartmann, Demonstrates Confidence in Company by Acquiring Stock
- Opens 3rd Dispensary in Pennsylvania
- Expands Cultivation in Massachusetts
- Launches Ascend Co-Lab
- Opens 5th Dispensary in Ohio
- Celebrates Opening of 4th Store in Ohio
- Expands Reach in Ohio
- Celebrates Opening of 10th Dispensary in Illinois
- Announces Q3 2023 Results
- Announces Preliminary Q3 2023 Results

## NEW HIRES



Chief People Officer



**MELISSA  
FECK**

Melissa Feck joined AWH as Chief People Officer in January 2024. Feck has over 25 years of experience as a human resources leader. She was most recently Chief HR Officer at Latham Pool Products (Nasdaq: SWIM) from 2016-2024. Feck has meaningful HR experience, which you can learn more about [here](#).

## IN THE WEEDS

We've just completed planting the flower rooms at our facility in Amesbury, Massachusetts. Earlier this quarter, we announced the signing of a definitive agreement to acquire our second cultivation and processing facility in the state of Massachusetts.





We recently celebrated the grand opening of our third dispensary in Pennsylvania, situated in Monaca, a suburb of Pittsburgh. We're thrilled about our expansion in this state and optimistic about the potential for adult use, especially given the encouraging remarks from the Governor. Additionally, we're actively working on opening three additional dispensaries across Pennsylvania.

Over the past few months, we've expanded our presence in Ohio with the opening of our 3rd, 4th, and 5th dispensaries, now totaling 5 across the state. The image on the right showcases our Cincinnati store, which is steps from the Hard Rock Hotel and Casino and minutes from the Kentucky border.



We recently launched a partnership with Binske in select markets. Binske is a premium, full suite offering of cannabis products including flower, pre-rolls, infused pre-rolls, and rosin / solventless concentrates.



We also recently launched a partnership with LEVEL in select markets. LEVEL is a science-driven cannabis company at the forefront of cannabinoid research and innovation. The proprietary cannabis formulations deliver an authentic, clean, functional high that maximizes the targeted effects and therapeutic benefits.



At Ascend, 420 is not just a day, it's a season. An opportunity to celebrate cannabis culture and offer the hottest deals of the year. This year, we are celebrating with a 'Cannapalooza' takeover.

## FEATURED PODCASTS & VIDEOS

Be sure to check out our CEO on various podcasts and media forms for an update on our company's strategic direction and earnings results.

1. Featured [Q&A](#) with Green Market Report
2. John recently joined the Higher Exchanges group for a podcast to discuss Q4 results. Listen on all podcast platforms or [here](#).

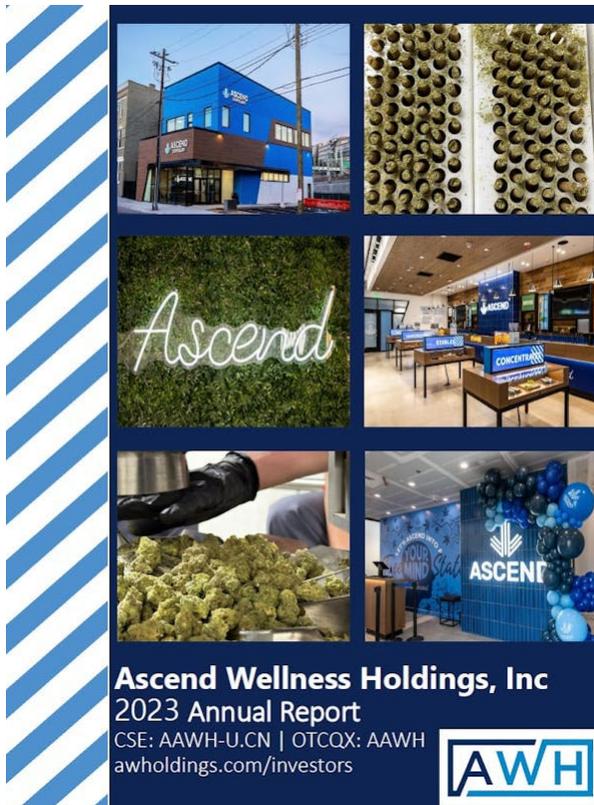


**Chief Executive Officer Interviews**



**JOHN HARTMANN**

**ANNUAL REPORT**



Be sure to check out our 2023 Annual Report to explore our 2023 achievements, financial highlights, and commitments to social equity.

[Annual Report](#)

## SURVEY

We want your feedback! If you are an investor, analyst, or lender, we kindly invite you to provide us with your feedback. Your wisdom can guide our growth and help sustain our advancements. Thank you in advance for your contribution.

[Survey](#)

## ANALYST COVERAGE

Feel free to reach out to one of the analysts below for their latest views on AWH!

- Bobby Burleson, Canaccord Genuity
- 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

## UPCOMING EVENTS

- **April 16** | Benzinga Cannabis Capital Conference in Hollywood, FL

- **May 23** | Canaccord Genuity Global Cannabis Conference in NYC, NY

## SELECT RECENT MEDIA MENTIONS

- **Green Peak Podcast**-Ascend Wellness Holdings Strategy, Growth, and Leveraging Regulatory Changes
- **Karma Koala Podcast** -Danielle Drummond Vice President of Social Equity for AWH (Ascend Wellness Holdings)
- **JD Supra** - Can Cannabis Companies Deduct Business Expenses? Two Operators Say Yes
- **Green Market Report** -More MSOs follow lead of Trulieve, Ascend on 280E
- **Beaver County Times** -Ascend medical cannabis dispensary opens in Center Twp.
- **Bloomberg** -Cannabis Grower Ascend Seeks Private Loan to Refinance Debt
- **Cannabis Business Times** -AWH Opens Third Dispensary in Pennsylvania, Its 36th Nationwide
- **Green Market Report** - Ascend Wellness to file new federal tax returns as 'normal corporate taxpayer'.
- **Cannabis Business Times** - Ascend Wellness Releases Fourth Quarter, Full Year 2023 Financial Results
- **MjBizDaily** - Cannabis MSO Ascend Wellness expecting 280E tax refunds
- **Green Market Report** - Ascend Wellness delivers increased revenue despite Illinois declines
- **Market Screener** - Ascend Wellness : March 2024 factsheet
- **MG Magazine** - AWH Announces Fourth Quarter And Full Year 2023 Financial Results
- **Seeking Alpha** -Ascend Wellness Holdings, Inc. (AAWH) Q4 2023 Earnings Call Transcript
- **Seeking Alpha** -Cannabis operator Ascend Wellness to buy second cultivation license in Massachusetts
- **Green Market Report** -Ascend Wellness to buy second operation in Massachusetts
- **Culture Magazine & High Times** -Cannabis Social Equity: Struggles, Success
- **MMJ Daily** -Ascend launches CO-LAB for Social Equity: "This is the next evolution of our social equity program"
- **NJBiz** -Ascend continues push for equity, inclusion in cannabis industry
- **Cannabis Law Report** -Ascend Reveals Evolution of Social Equity Programs With Launch of Ascend 'CO-LAB for Social Equity'

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