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Forum

A small orange line graph with four data points connected by thin lines. The points are arranged in a jagged upward trend from left to right.

The Bigger Picture: A Look at the Economic Landscape for Cannabis



Sarah Dalton

Senior Director

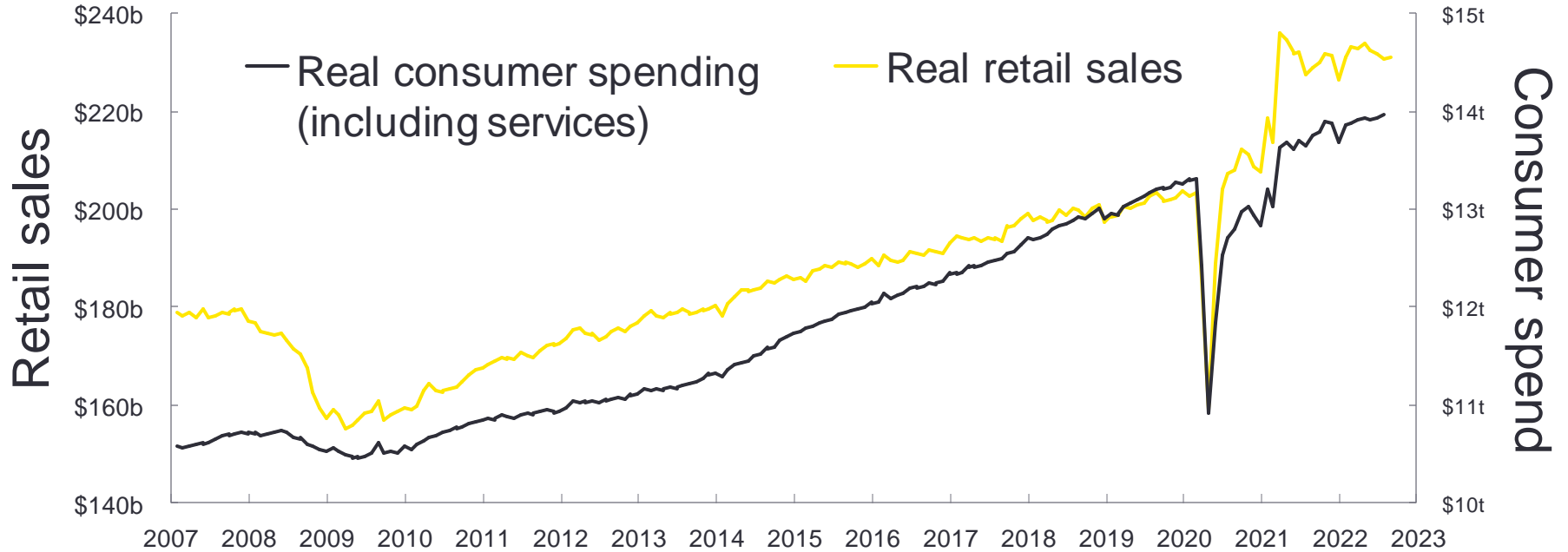
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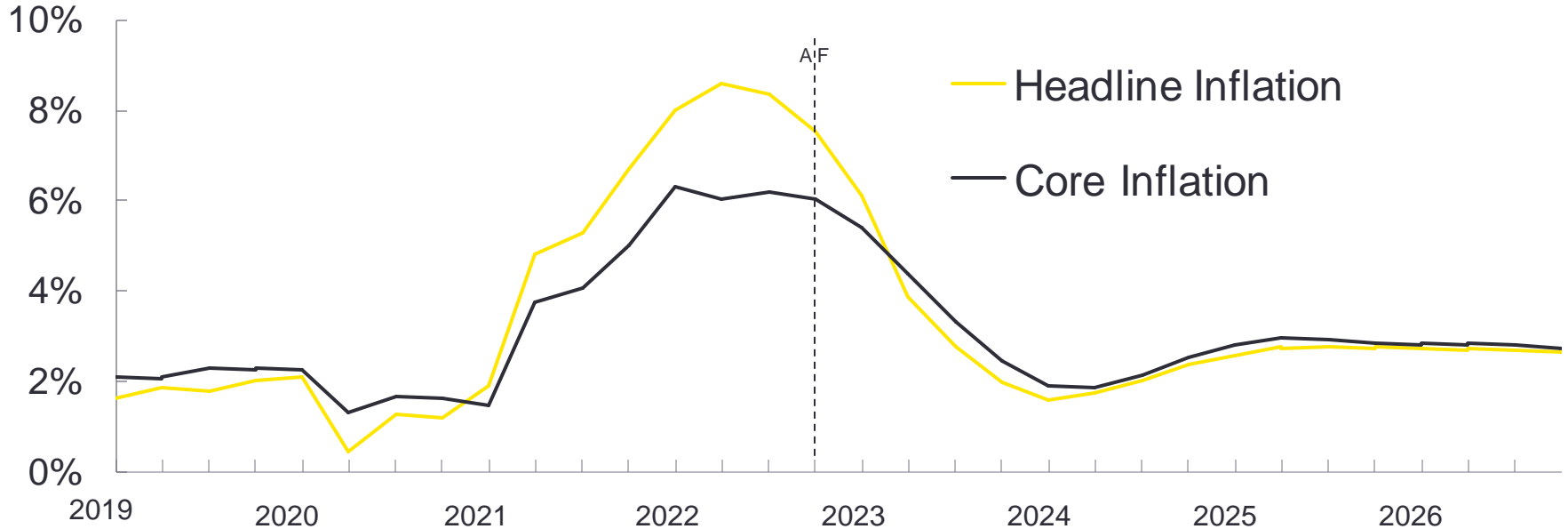
US total retail sales and consumer spend 2007-2022¹



1. Consumer spending data available through September 2022.

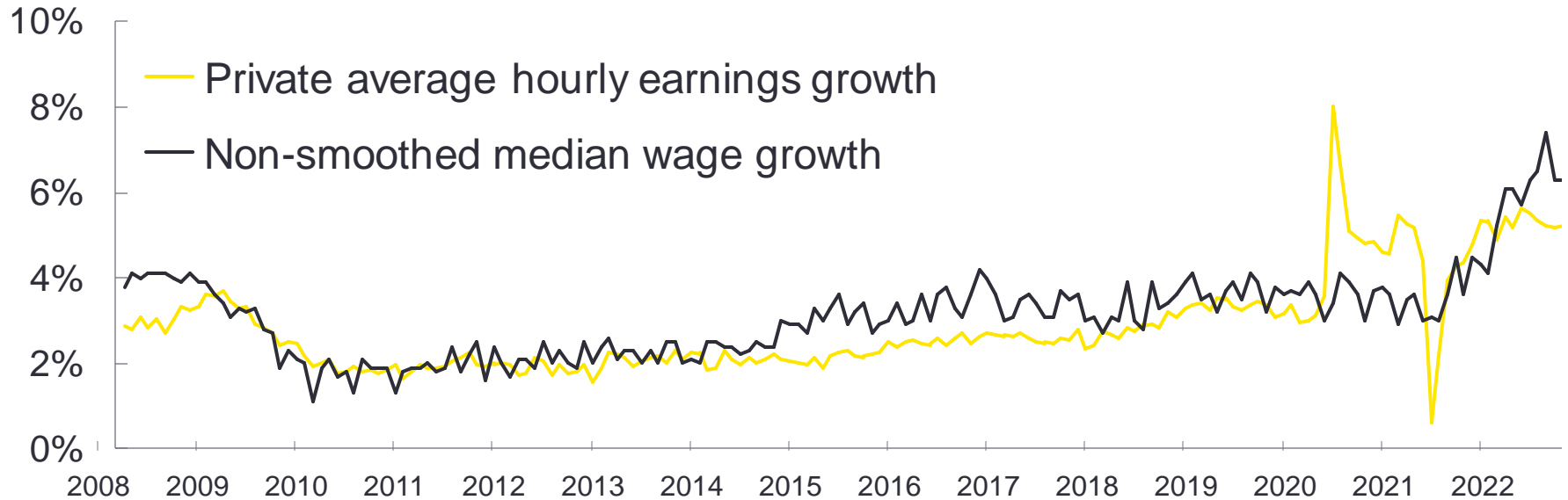
Sources: See Notes. U.S. Census Bureau; U.S. Bureau of Economic Analysis; U.S. Bureau of Labor Statistics; Federal Reserve Bank of Atlanta; EY-Parthenon macroeconomic model

US Consumer Perception Index (CPI) — Inflation 2019-2026F



1. Consumer spending data available through September 2022.

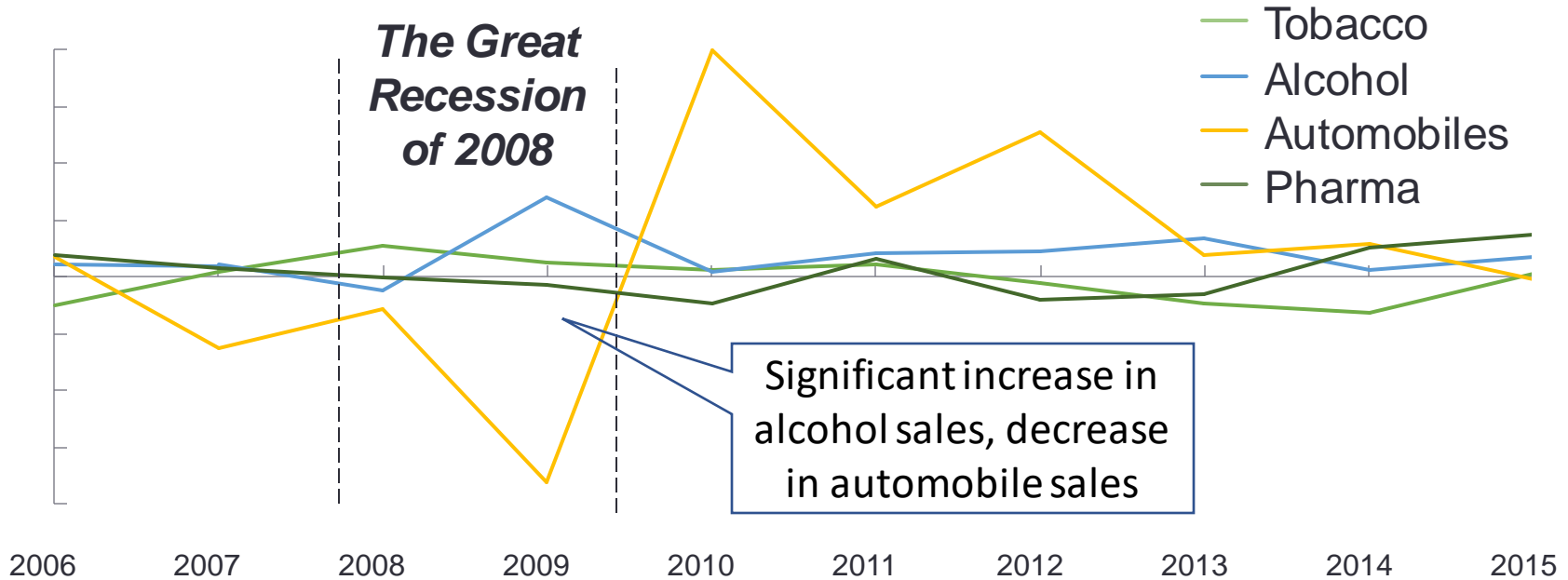
US median wage and private average hourly earnings growth 2008-2022¹



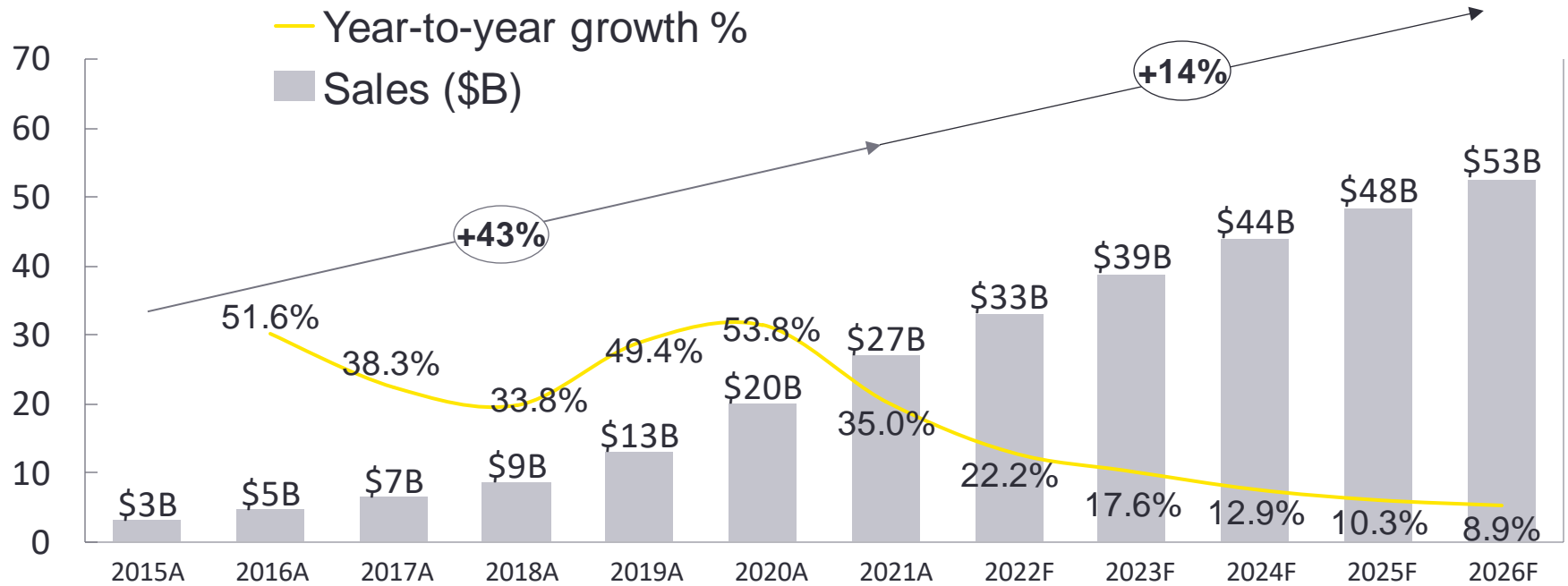
¹. Consumer spending data available through September 2022.

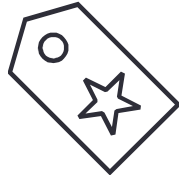
Sources: See Notes. U.S. Census Bureau; U.S. Bureau of Economic Analysis; U.S. Bureau of Labor Statistics; Federal Reserve Bank of Atlanta; EY-Parthenon macroeconomic model

Revenue growth for the US tobacco, alcohol, pharma and automobile industries (2006 - 2015)



US cannabis retail sales est. 2015-2026F (in billions, US\$)





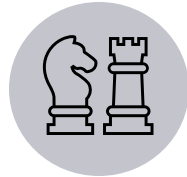
Cultivator

Brand

Distributor

Retailer

**Operational
and financial
considerations**



Strategy



Inventory
mgmt.



AR / AP



CapEx

Thank you and Q&A



Sarah Dalton

Ernst & Young LLP

sarah.dalton@parthenon.ey.com

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