



STATEHOUSE

H O L D I N G S

STATEHOUSE HOLDINGS INC.

Management's Discussion and Analysis
For the Three and Nine Months Ended September 30, 2023
(Expressed in United States Dollars)

November 25, 2023

STATEHOUSE HOLDINGS INC.

Management's Discussion and Analysis

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This Management's Discussion and Analysis ("MD&A") of the financial condition and results of operations of StateHouse Holdings Inc. ("StateHouse" or the "Company") is for the three and nine months ended September 30, 2023 ("Q3 2023"). It is supplemental to, and should be read in conjunction with, the unaudited condensed interim consolidated financial statements of StateHouse for the three and nine months ended September 30, 2023 (the "Q3 2023 Financial Statements") and the consolidated financial statements of the Company for the year ended December 31, 2022. The Q3 2023 Financial Statements and the financial information contained in this MD&A have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and the IFRS Interpretations Committee ("IFRIC"). In the opinion of management, all adjustments considered necessary for a fair presentation of the financial condition and results of operations of StateHouse for the three and nine months ended September 30, 2023, have been included in this MD&A. In preparing this MD&A, management has taken into account information available up to November 25, 2023. Unless otherwise indicated, all figures presented in this MD&A are expressed in United States Dollars ("\$" or "USD"). All references to "C\$" or "CAD" pertain to Canadian Dollars. Unless the context otherwise requires, references in this MD&A to the "Company", "StateHouse", "we", "us" or "our" refers to StateHouse Holdings Inc. and its subsidiaries.

This MD&A has been prepared with reference to the MD&A disclosure requirements of National Instrument 51-102 – Continuous Disclosure Obligations of the Canadian Securities Administrators ("CSA") and CSA Staff Notice 51-352 (Revised) – Issuers with U.S. Marijuana Related Activities (the "Staff Notice").

Cautionary Note Regarding Forward-Looking Statements

This MD&A contains "forward-looking information" and "forward-looking statements" within the meaning of applicable Canadian securities laws and United States securities laws ("forward-looking statements"). All statements, other than statements of historical fact, made by the Company that address activities, events or developments that the Company expects or anticipates will or may occur in the future are forward-looking statements. Forward-looking statements are often identified by words such as "may", "would", "could", "should", "will", "intend", "plan", "seek", "anticipate", "believe", "estimate", "expect" or similar words and expressions. Examples of forward-looking statements include, among others, statements relating to information set out in this MD&A under the headings "Outlook and Growth Strategy", "Projected Revenue Guidance", "COVID-19 Strategy", "Working Capital and Liquidity Outlook", and "Subsequent Events" and statements and information regarding: the effects of the novel coronavirus ("COVID-19") on the Company's operations and financial condition; the Company's future financial position and results of operations, strategies, plans, objectives, goals and targets; future developments in the markets in which the Company participates or is seeking to participate; the Company's ability to obtain an extension for the maturity date of the Second SBC Loan (as defined herein); the potential divestiture of non-core assets; the potential opening of additional dispensaries; 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 regarding the Company's position in the California cannabis sector following the closing of the Urbn Leaf Acquisition (as defined herein) and the Loudpack Acquisition (as defined herein); expectations of improved efficiencies, financial flexibility, future product offerings and integration opportunities; comparisons of the Company to other cannabis issuers in California; the ability of the board of directors of the Company (the "Board") to oversee the Company's business strategy following completion of the Urbn Leaf Acquisition and the Loudpack Acquisition and safeguard the interests of all shareholders and preserve and enhance shareholder value; expectations regarding the evolution of the regulatory landscape for cannabis and cannabis derivative products; the competitive conditions of the cannabis industry and the competitive and business strategies of the Company following completion of the Urbn Leaf Acquisition and the Loudpack Acquisition; expectations that increased scale and vertical integration will drive margin expansion; expectations of yields, quality and performance from the Company's Genetic Trialing Program (as defined herein) and partnership with Refined Genetics (as defined herein); expectations of enhanced quality, efficiency and sustainability in the Company's cannabis cultivation from the partnership with CRC (as defined herein); the assignment of the Company's 90% membership interest in Lafayette (as defined herein) and the cancellation of the Lafayette Note (as defined herein); and, 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 are neither historical facts nor assurances of future performance. Instead, they are based on management's current beliefs, expectations or assumptions regarding the future of the business, future plans and strategies, operational results and other future conditions of the Company. Although the Company believes that the expectations, estimates, and projections reflected in such forward-looking statements are reasonable, such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause actual results, performance,

or achievements to differ materially from those suggested by the forward-looking statements. Accordingly, actual results could differ materially from those expressed or implied in the forward-looking statements. On this basis, readers are cautioned not to place undue reliance on such forward-looking statements.

Factors which could cause actual results to differ materially from those indicated in forward-looking statements include, but are not limited to: the expectations and assumptions on which the Company's strategies are based; the impact of COVID-19 on the Company's strategies and operations; the unfavorable tax treatment of cannabis businesses and the inability of the Company to benefit from certain tax deductions; litigation risks; the consolidation and expansion of the Company's retail footprint within California or in other geographic locations; the scale and improvement of the Company's cannabis cultivation, production and/or manufacturing capabilities; the expansion of the Company's wholesale sales; launching new branded products; the Company's ability to position itself as one of California's premier vertically integrated cannabis companies; the Company's ability to manage the disruptions and volatility in the global capital markets; and the Company's ability to meet its working capital needs and financial covenants, including the cost and potential impact of complying with existing and proposed laws and regulations; as well as those other risks and uncertainties referenced in this MD&A under the heading "Risk Factors".

The discussion of risk factors in this MD&A has been updated to include discussion of risks related to COVID-19. The nature and scope of COVID-19 and its impact are constantly evolving, and it is difficult for management to identify all risks, or quantify those identified, or to assess their impact on certain financial measures and operating results. Nevertheless, the discussion under "Risk Factors" identifies areas of negative potential impact that may be caused by COVID-19.

Readers are cautioned that the lists of risks, uncertainties and other factors contained herein are not exhaustive. The forward-looking statements contained in this MD&A are made as of the date hereof and are presented for the purpose of assisting investors and others in understanding StateHouse's financial position and results of operations, as well as its objectives and strategic priorities, and may not be appropriate for other purposes. The Company undertakes no obligation to publicly update or revise any forward-looking statements or any other documents filed with Canadian securities regulatory authorities, whether due to new information, future events or otherwise, except in accordance with applicable securities laws. The forward-looking statements are expressly qualified by this cautionary statement.

This MD&A contains future-oriented financial information and financial outlook information (collectively, "FOFI") about the Company's prospective results of operations, production and production efficiency, commercialization, revenue and cash on hand, 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 MD&A was approved by management as of the date of this MD&A and was provided for the purpose of providing further information about the Company's future business operations. The Company disclaims any intention or obligation to update or revise any FOFI contained in this MD&A, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law. Readers are cautioned that the FOFI contained in this MD&A should not be used for purposes other than for which it is disclosed herein.

Use of Non-IFRS Financial Measures

This MD&A contains references to "Adjusted EBITDA", "Adjusted EBITDA Margin", "Adjusted Gross Profit" and "Adjusted Gross Margin", which are non-IFRS financial measures. These non-IFRS financial measures are not recognized under IFRS and, accordingly, users are cautioned that these measures should not be construed as alternatives to net income determined in accordance with IFRS. The non-IFRS measures presented may not be comparable to similar measures presented by other issuers.

Adjusted EBITDA is a measure of the Company's overall financial performance and is used as an alternative to earnings or income in some circumstances. Adjusted EBITDA is essentially net income (loss) with interest, taxes, depreciation and amortization, non-cash adjustments and other unusual or non-recurring items added back. Other unusual or non-recurring items include abnormal or non-recurring legal costs, mergers and acquisitions ("M&A") costs, as well as, transaction expenses and restructuring expenses as these are not a part of the Company's core business and are not recurring in nature.

Adjusted EBITDA can be used to analyze and compare profitability among companies and industries, as it eliminates the effects of financing and capital expenditures. Adjusted EBITDA is often used in valuation calculations and can be compared to enterprise value and revenue. The term Adjusted EBITDA does not have any standardized meaning according to IFRS and therefore may not be comparable to similar measures presented by other companies. Adjusted Gross Profit and Adjusted Gross Margin exclude the changes in fair value less costs to sell ("FVLCS") of the Company's biological

assets. Management believes these measures provide useful information as they represent the gross profit based on the Company's cost to produce inventories sold while removing fair value measurements which are tied to changing inventory components and levels, as required by IFRS.

There are no comparable IFRS financial measures presented in the Q3 2023 Financial Statements. Reconciliations of the supplemental non-IFRS financial measures are presented in this MD&A. The Company provides the non-IFRS financial measures as supplemental information and in addition to the financial measures that are calculated and presented in accordance with IFRS. These supplemental non-IFRS financial measures are presented because management believes such measures provide information which is useful to shareholders and investors in understanding its performance and which may assist in the evaluation of the Company's business relative to that of its peers. However, such measures should not be considered superior to, as a substitute for or as an alternative to, and should only be considered in conjunction with, the most comparable IFRS financial measures.

Additional Information

Additional information relating to StateHouse can be found on the Company's SEDAR profile at www.sedar.com, or its website at <https://www.statehouseholdings.com/>.

Overview of the Company

StateHouse, through its affiliated entities, is a fully licensed, vertically integrated omni-channel cannabis company, with its business consisting of three primary revenue channels: (i) retail sales, including direct to consumer and delivery, (ii) cannabis processing, extraction and product manufacturing, including "white label" production of cannabis products for other cannabis companies, and (iii) wholesale sales, including the sale of cannabis flower and trim into the wholesale market. The Company operates in and/or has ownership interests in California and Oregon, in accordance with state and local laws and regulations, and is focused on building and maintaining its position as California's premier vertically integrated cannabis companies.

The Company's high quality integrated seed-to-sale operations are focused on building winning brands which are supported by its omni-channel ecosystem. The Company owns a number of different cannabis brands, including: "Dimebag", "Fuzzies", "Harborside", "Harborside Farms", "KEY", "King Pen", "King Roll", "Loudpack", "Sublime", "Terpene Station", and "Urbn Leaf". In addition, the Company exclusively licenses the "Smokiez" brand in California. The operational footprint of the Company spans cultivation, extraction, manufacturing, branding, distribution, retail and delivery. The Company's integrated supply chain and omni-channel platform allows for greater product margins due to the creation of cannabis products using Company produced materials from its cultivation and manufacturing operations, which are then sold to other retail dispensaries, delivery services and distributors (collectively, "Retailers") throughout the state of California, as well as directly to consumers through Company owned or controlled retail and delivery operations.

On March 1, 2022, pursuant to the terms of a definitive agreement dated November 29, 2021 between the Company, UL Holdings Inc. ("Urbn Leaf"), Saturn Merger Sub Inc. and Momentum Capital Group, LLC, in its capacity as the representative of the shareholders of Urbn Leaf, the Company acquired 100% of the equity interests of Urbn Leaf (the "Urbn Leaf Acquisition").

On April 4, 2022, pursuant to the terms of a definitive agreement dated November 29, 2021 between the Company, LPF JV Corporation ("Loudpack"), LPF Merger Sub, Inc. and LPF Holdco, LLC, the Company acquired 100% of the equity interests of Loudpack (the "Loudpack Acquisition").

On March 31, 2022, the Company completed the mandatory conversion (the "Mandatory Conversion") of all its issued and outstanding multiple voting shares ("MVS") into subordinate voting shares ("SVS"). Pursuant to the Mandatory Conversion, each holder of MVS received 100 SVS for each MVS it held.

On July 25, 2022, the Company completed its name change (the "Name Change") from "Harborside Inc." to "StateHouse Holdings Inc." and completed the reclassification (the "Reclassification") of its issued and outstanding SVS to common shares ("Common Shares") on a one for one basis. The Name Change was approved by shareholders of the Company at the special meeting of the shareholders held on February 22, 2022. The Reclassification was approved by shareholders of the Company at the annual and special meeting of shareholders held on June 23, 2022. Effective July 25, 2022, the Common Shares began trading on the Canadian Securities Exchange (the "CSE") under the new ticker symbol "STHZ" and on the OTCQX Best Market under the new ticker symbol "STHZF". As a result of the Reclassification, all SVS and MVS referenced throughout this MD&A that were issued prior to July 25, 2022 have been reclassified as Common Shares.

The Common Shares transitioned to the OTCQB[®] Venture Market after market close on August 18, 2023, from the OTCQX[®] Best Market. The Common Shares will continue to trade under the symbol “STHZF” on the OTCQB[®] and on the CSE under the symbol “STHZ”.

The Company’s registered office is located at 40 King St. West, Suite 2100, Toronto, Ontario, M5H 3C2, Canada. The Company’s head office is located at 8939 La Mesa Blvd. Suite 2, La Mesa, California, 91942, United States.

Retail Dispensaries

The Company’s retail dispensaries serve both adult-use and medical cannabis customers. The Company’s retail presence was initially established in 2006, and today includes the following:

- Four owned and operated Harborside-branded retail dispensaries located in Oakland, San Jose, San Leandro and Desert Hot Springs, California;
- Six owned and operated Urbn Leaf-branded retail dispensaries located in San Diego, San Ysidro, Grover Beach, La Mesa, San Jose, and Vista, California;
- One owned and operated dispensary located in Eugene, Oregon;
- An 80% interest in FGW Haight, Inc. (“FGW”), a company which operates a Harborside-branded retail dispensary in the Haight Ashbury district of San Francisco (the “Haight Ashbury Dispensary”). FGW opened the Haight Ashbury Dispensary under the Harborside brand in April 2022; and,
- Direct to consumer retail delivery services which cover the greater San Francisco Bay area of California (from its Harborside-branded retail stores in Oakland and San Jose) and the Grover Beach and Bay Park areas of California (from its Urbn Leaf-branded stores in each of these areas). The Company’s direct to consumer offerings include an integrated ecommerce platform offering in-store pickup, curbside pick-up, express delivery and scheduled delivery, allowing the Company to extend its reach beyond physical retail locations and expand interactions with customers.

On January 9, 2023, the Company opened a dispensary under the Urbn Leaf brand in West Hollywood, California (“Urbn Leaf WeHo”). The Company operates Urbn Leaf WeHo pursuant to the terms of a management service agreement between UL Management LLC and PDLP JV, LLC dated December 30, 2022 (the “Urbn Leaf WeHo Service Agreement”). The Urbn Leaf WeHo Service Agreement has an initial term of five years and is subject to three automatic renewals of five years each for a total term of 20 years. The Company has a right to acquire a 50% ownership in PDLP JV, LLC for no additional consideration.

Cultivation, Wholesale and Distribution

The Company operates a cultivation and production facility in Salinas, California (the “Salinas Production Campus”), which covers an area of approximately 47 acres, of which approximately 11 acres are devoted to five light deprivation greenhouses containing approximately 200,000 total square feet (“sq. ft.”) of licensed cannabis cultivation. The cultivation operation includes approximately 155,000 sq. ft. of canopy space allocated to flowering plants and 45,000 sq. ft. of canopy allocated to nursery space. The Salinas Production Campus also includes approximately 20,000 sq. ft. of building space allocated to processing, product distribution, warehousing, storage and offices. All cannabis flower and trim grown at the Salinas Production Campus is cultivated using sustainable practices and the facility adheres to California’s rigorous horticulture and harvesting standards.

The Company has employed a progressive approach to cannabis cultivation that is based on a science-based methodology from traditional horticulture. The Company’s cultivation team is constantly testing new genetics, substrates, different fertilization approaches and different growing environments. In addition, relationships with leading agriculture academic institutions such as Utah State University provide new insights on optimal cannabis techniques. The result is a weekly harvest schedule that ensures a steady supply of fresh, high-quality biomass for the Company’s manufacturing, white-label and bulk wholesale businesses.

The Company owns and operates a manufacturing facility in Greenfield, California (the “Greenfield Production Campus”). The Greenfield Production Campus includes approximately 55,000 sq. ft. of manufacturing and processing space along with distribution, warehouse and office space. The Greenfield Production Campus is capable of manufacturing and processing all of the products the Company currently offers. The Company has permits to develop approximately 60,000 sq. ft. of additional cultivation, manufacturing, processing, distribution and dispensary space at the Greenfield Production Campus and owns undeveloped land within one mile of the Greenfield Production Campus where it is locally permitted to develop approximately 400,000 sq. ft. of cultivation, manufacturing, processing and distribution space.

In connection with the integration with Loudpack following the Loudpack Acquisition, during the nine months ended September 30, 2023, the Company moved cultivation activities taking place at the Greenfield Production Campus to the Salinas Production Campus.

The Greenfield Production Campus is one of the largest cannabis manufacturing facilities in California, from which the Company produces and distributes multiple cannabis brands, including but not limited to: (i) Loudpack-branded cannabis, pre-roll products and concentrates, (ii) Smokiez-branded edibles, (iii) King Roll cannabis and pre-roll products, (iv) Dimebag-branded cannabis and pre-roll products, (v) King Pen-branded vape products and cannabis batteries, (vi) Urbn Leaf-branded cannabis, and (vii) Fuzzies-branded infused pre-rolls and cannabis flower products.

Corporate Organization

The Q3 2023 Financial Statements have been prepared on a consolidated basis and incorporate the accounts of the Company and its subsidiaries, as follows:

Name	Jurisdiction	Purpose	Percentage Owned	Percentage Owned
			(%) September 30, 2023	(%) December 31, 2022
StateHouse Holdings Inc. (formerly Harborside Inc.)	Ontario, Canada	Parent	100	100
658 East San Ysidro Blvd LLC	California, U.S.	Real Estate Holding Company	100	100
680 Broadway Master, LLC	California, U.S.	Operating Company	100	100
909 West Vista Way LLC	California, U.S.	Real Estate Holding Company	100	100
Accucanna Holdings Inc.	California, U.S.	Holding Company	100	100
Accucanna LLC	California, U.S.	Operating Company	100	100
Accucanna RE, LLC	California, U.S.	Operating Company	100	100
Auric Valley, Inc.	California, U.S.	Holding Company	100	100
Banana LLC	California, U.S.	Operating Company	75	75
Belling Distribution, Inc.	California, U.S.	Operating Company	100	100
Calgen Trading Inc.	California, U.S.	Operating Company	100	100
CDRS Investor LLC	California, U.S.	Holding Company	100	100
CDRS Owner LLC	Delaware, U.S.	Holding Company	100	100
Encinal Productions RE, LLC	California, U.S.	Operating Company	100	100
Evergreen LPFN, LLC	Delaware, U.S.	Holding Company	100	100
FFC1, LLC	California, U.S.	Holding Company	100	100
FGW Haight Inc.	California, U.S.	Operating Company	21	21
FLRish Farms Cultivation 2, LLC	California, U.S.	Operating Company	100	100
FLRish Farms Management & Security Services, LLC	California, U.S.	Management Company	100	100
FLRish, Inc.	California, U.S.	Management Company	100	100
FLRish IP, LLC	California, U.S.	Holding Company	100	100
FLRish Retail, LLC	California, U.S.	Holding Company	100	100
FLRish Retail Management & Security Services, LLC	California, U.S.	Management Company	100	100
Gilded Creek Partners Inc.	California, U.S.	Holding Company	100	100
Greenfield Organix, Inc.	California, U.S.	Operating Company	100	100
Greenfield Prop Owner, LLC	Delaware, U.S.	Real Estate Holding Company	100	100
Greenfield Prop Owner II, LLC	Delaware, U.S.	Real Estate Holding Company	100	100
Haight Acquisition Corporation	Delaware, U.S.	Holding Company	100	100
JLM Investment Group, LLC	California, U.S.	Holding Company	67	67
Lafayette Street Property Management LLC	California, U.S.	Operating Company	-	90
LGC Holdings USA, Inc.	Nevada, U.S.	Holding Company	100	100

Name	Jurisdiction	Purpose	Percentage Owned	Percentage Owned
			(%) September 30, 2023	(%) December 31, 2022
LGC LOR DIS 1, LLC	Oregon, U.S.	Operating Company	100	100
LGC LOR DIS 2, LLC	Oregon, U.S.	Operating Company	100	100
Lineage GCL California, LLC	California, U.S.	Holding Company	100	100
Lineage GCL Oregon Corporation	Oregon, U.S.	Holding Company	100	100
LPF 4th Street, LLC	Delaware, U.S.	Holding Company	100	100
LPF Bellflower, LLC	Delaware, U.S.	Holding Company	100	100
LPF Consulting Group, LLC	California, U.S.	Holding Company	100	100
LPF Michigan LLC	Delaware, U.S.	Holding Company	100	100
LPF Ohio, LLC	Delaware, U.S.	Holding Company	100	100
LPF RE Manager, LLC	California, U.S.	Management Company	100	100
LP-KP IP Holdings, LLC	California, U.S.	Holding Company	100	100
Lunar Management, LLC	New York, U.S.	Holding Company	100	100
Oakland Machining Supply SLB LLC	California, U.S.	Holding Company	100	100
Ocean Ranch LPFN, LLC	Delaware, U.S.	Holding Company	100	100
Patients Mutual Assistance Collective Corporation	California, U.S.	Operating Company	100	100
Redhunt Corporation	California, U.S.	Holding Company	100	100
San Jose Wellness Solutions Corp.	California, U.S.	Operating Company	100	100
San Leandro Wellness Solutions Inc.	California, U.S.	Operating Company	100	100
SaVaCa, LLC	California, U.S.	Holding Company	100	100
Savature Inc.	California, U.S.	Operating Company	100	100
SBC Management LLC	California, U.S.	Management Company	100	100
Sublimation Inc.	Delaware, U.S.	Holding Company	100	100
ULBP Inc.	California, U.S.	Operating Company	100	100
ULRB LLC	California, U.S.	Operating Company	80	80
UL Benicia LLC	California, U.S.	Operating Company	70	70
UL Chula Two LLC	California, U.S.	Operating Company	51	51
UL Holdings Inc.	California, U.S.	Holding Company	100	100
UL Kenamar LLC	California, U.S.	Operating Company	100	100
UL La Mesa LLC	California, U.S.	Operating Company	60	60
UL Management LLC	California, U.S.	Management Company	100	100
UL San Jose LLC	California, U.S.	Operating Company	100	100
UL Visalia LLC	California, U.S.	Operating Company	80	80
Unite Capital Corp.	Ontario, Canada	Holding Company	100	100
Uprooted, Inc.	California, U.S.	Operating Company	100	100
Uprooted LM LLC	California, U.S.	Operating Company	100	100

Outlook and Growth Strategy

As the California market continues to develop, management sees potential growth in well-known retail dispensaries, as well as cannabis products that are trusted by consumers and which are focused on specific consumer demographics. The Company's portfolio of brands is positioned for growth through its own retail dispensaries and other retailers throughout California.

Strategies

The business objectives the Company intends to accomplish in the upcoming 12-month period are as follows:

- Achieve cost savings and optimize efficiencies resulting from acquisitions, including improving margins on branded products produced by the Company;
- Expand the Company's branded product portfolio by creating or acquiring new branded products, leveraging its existing customer base and reputation to increase market share;
- Leverage existing Company expertise and infrastructure to grow additional revenue generating services such as the following:
 - o Grow white-label revenue through partnerships with other companies, utilizing the Company's manufacturing expertise and facilities,
 - o Expand the Company's offering of manufactured products by including specific third-party brands on the Company's sales and distribution platform, and
 - o Develop a management service offering to manage third-party owned cultivation facilities to improve operations and economics through scale and reliable supply chain;
- Increase revenue from the Company's retail dispensaries by leveraging the cost-effective digital capabilities of the Company's new loyalty program to increase customer loyalty and enhance the customer experience;
- Continue rationalization of profitable and unprofitable products, brands, locations, and services;
- Capitalize on demand for excess flower and trim produced at the Company's cultivation facilities;
- Explore new licenses, partnerships or acquisitions to add additional shelf space and overall retail growth;
- Assess the Company's capital structure and balance sheet requirements to determine the best approach to reduce liabilities and/or pay them over time to help improve the Company's financial position; and
- Negotiate arrangements pertaining to liabilities to minimize their impact on the business including working with creditors to negotiate mutually beneficial solutions.

Through a review of StateHouse's existing retail dispensaries, management is exploring the divestiture of non-core assets in connection with the Company's continued efforts to improve its profitability and to focus on maximizing its presence and impact in the California market. The Company has been actively marketing certain rights and interests in its non-core assets, including cannabis licenses in non-core geographies within California and selected retail operations in Oregon and California. The Company is targeting completion of potential divestitures would occur in 2023, however, no definitive timeline is assured. There can be no assurance any transactions will be pursued by the Company due to its intention to divest any non-core assets. The Company has accounted for any potential divestitures in accordance with IFRS 5 - *Non-Current Assets Held for Sale and Discontinued Operations*. The Company does not intend to comment further with respect to potential divestitures unless and until it determines that additional disclosure is appropriate in accordance with the requirements of applicable securities laws.

Assumptions and Expectations

The Company's strategies are based on several primary market assumptions and expectations, including:

- Integration will continue to create efficiencies for the Company, reduce costs and improve profits by improving business operations;

- Lean, efficient, scalable, profitable operations will position the Company for additional investment and increases in shareholder value;
- Ongoing cannabis legalization efforts across the U.S. will contribute to the industry’s growth, and the state of California will continue to represent the single largest market in the United States;
- Expansion of the legalized adult-use markets in California and enforcement against the illicit market will continue;
- Legalized adult-use and medical cannabis consumption will continue to increase as branded products become increasingly popular and cannabis use becomes more widely acceptable;
- The cultivation and sale of cannabis flower and trim is likely to become increasingly commoditized;
- Trusted brands and diversified manufactured products offering value propositions to a range of consumer demographics will increase market share; and,
- California will provide an efficient base to service interstate commerce when legalized.

The California cannabis market is challenging with many of the largest multi-state operators choosing to focus on other states. As a California focused operator, the Company sees an opportunity to create one of the largest and most profitable companies in the world’s largest cannabis market. By consolidating and increasing its market share in California, the Company aims to position itself as a prime target for acquisition by multi-state operators that may enter the market in the future. With the patchwork of differing laws and inability to ship products across state lines, it has historically been difficult to scale a cannabis business across multiple states. The Company believes that the geographic and economic size of the California cannabis market, combined with the difficulties of operating in multiple states, supports the Company’s focus on California.

While the Company has invested significantly to scale its cultivation operations, management believes that unbranded wholesale cannabis flower prices are being negatively impacted by continued competition from the illicit market and commoditization as production capacity increases across California. As such, scale alone will not be sufficient to mitigate this risk. It will be necessary to develop trusted, branded products to increase market share and retain customer loyalty. Improving quality and yields will further protect operating margins as the wholesale price of unbranded flower and trim fluctuates. For this reason, the Company will consider investment opportunities to enhance its branded product offerings.

In addition, the Company recognizes that consumer purchasing habits are gradually trending in favor of manufactured products over flower and expects this trend to continue as new product categories are created and existing manufactured products are improved. Given the trend in favor of manufactured and branded products, the Company intends to prioritize the development of manufactured products under its own brands that are offered for sale through its own retail operations as well as through other Retailers in California.

Strategic Acquisitions

The Company will continue to explore additional acquisitions that help the Company achieve its strategic initiatives and increase market share in the California cannabis market. The Company intends to make announcements on potential acquisitions if any material definitive agreements are reached with interested parties.

COVID-19

The novel strain of coronavirus commonly referred to as “COVID-19” was identified in December 2019. The outbreak of COVID-19 has severely impacted global economic activity and caused significant volatility and negative pressure in financial markets. Many countries including Canada and the United States, reacted by instituting quarantines, mandating business and school closures and restricting travel. Despite the World Health Organization accepting the recommendation that COVID-19 no longer fits the definition of a pandemic on May 5, 2023, COVID-19 has negatively impacted many industries directly or indirectly, including the regulated cannabis industry. COVID-19 has cast uncertainty on the assumptions used by management in making its judgments and estimates. At this point, the extent to which COVID-19 will or may impact the Company is uncertain and these factors are beyond the Company’s control.

Recent Developments

Amendments to Senior Secured Debt and Issuance of Pelorus Warrants

On July 17, 2023, the Company entered into the ninth omnibus amendment of the loan agreement (the "Ninth Amendment") to further extend the maturity date of the Senior Secured Debt to July 31, 2023. On July 31, 2023, the Company entered into the tenth omnibus amendment of the loan agreement to further extend the maturity date of the Senior Secured Debt to February 10, 2027 and increase the amount of the Senior Secured Debt by \$7,521,000, bringing the total principal amount of the Senior Secured Debt to \$15,000,000. The Senior Secured Debt bears interest at a rate of one month Secured Overnight Financing Rate ("SOFR"), plus 12.5%, with a SOFR floor of 4.5%. The Senior Secured Debt is subject to certain debt service ratio requirements, interest reserves, cross-corporate guarantees and defaults, subordination agreements and intercreditor agreements, along with a general corporate guaranty from the Company.

As consideration for entering into the Ninth Amendment, the Company granted 136,258,279 common share purchase warrants to Pelorus (the "Pelorus Warrants"), amounting to 40% of the Senior Secured Debt. The Pelorus Warrants are exercisable for a period of three years, with an exercise price that is adjusted based on a weighted-average dilution basis. Pelorus is prohibited from exercising the Pelorus Warrants if, upon exercise, Pelorus would beneficially own greater than 9.99% of the outstanding Common Shares of the Company. The Pelorus Warrants cannot be transferred to another party without the consent of the Company, unless the transfer is to an affiliate of Pelorus, or if the Company is in default of the Senior Secured Debt.

The Company holds an option to acquire (the "Call Option") the Pelorus Warrants at a 30% premium to the then current aggregate exercise price for all of the underlying Common Shares. The Company is required to provide Pelorus with at least 25 days' prior written notice of any prepayment of the Senior Secured Debt. Such prepayment notice shall include notice to Pelorus of whether the Company will elect or not elect to exercise the Call Option. Absent a prepayment in full of the Senior Secured Debt, the Company is required to provide Pelorus with written notice of whether it will elect or not to elect to exercise the Call Option at least 25 days prior to the maturity date of the Senior Secured Debt.

The Company also granted Pelorus an option to sell (the "Put Option"), for so long as the Pelorus Warrants have not been exercised, the Pelorus Warrants to the Company at a 30% discount to the then current exercise price. Pelorus may exercise the Put Option by providing written notice to the Company at least 15 days prior to the prepayment or maturity date of the Senior Secured Debt. If Pelorus fails to exercise the Put Option during such time period, the put option will be deemed void.

Sale of Ownership Interest in ULRB LLC

On October 7, 2023, the Company entered into an agreement to sell its interest in ULRB LLC to an arm's length purchaser for \$500,000.

Asset Sale and Management Services Agreements for Real Estate in Grossmont

On October 11, 2023, the Company entered into an agreement to sell its minority ownership interest in real estate in Grossmont, California to UL La Mesa, LLC ("UL La Mesa") for \$550,000. The Company simultaneously entered into a management services agreement with UL La Mesa, pursuant to which the Company will continue to operate the location for an initial term of 12 months. The Company will receive a management fee of 100% of the net profits derived from the premises.

Sale of Dispensary in Grossmont

On October 11, 2023, the Company entered into an agreement to sell its license and operations of its Urbn Leaf-branded retail dispensary located in Grossmont, California for an aggregate purchase price of \$725,000. Pursuant to the terms of the agreement, the buyer has agreed to pay the purchase price in the form of ready-for-sale cannabis flower.

Increased Interest In Haight-Ashbury Dispensary

On November 1, 2023, the Company completed the issuance of Common Shares related to its acquisition of an additional 29.9% interest in FGW, for a total ownership interest of 50.1%. The issuance increased the Company's interest in Harborside to 80%.

Director Resignation

On October 23, 2023, the Company announced that Board Member Marc Ravner resigned from the Company's Board of Directors, effective October 20, 2023, to pursue other opportunities.

Results of Operations

Revenue

The Company has the following revenue channels:

- **Retail operations:** The Company's retail operations include both adult-use and medical cannabis sales. Direct to consumer sales include in-store retail, curbside pick-up and home delivery. As of September 30, 2023, the Company operated 14 retail dispensaries and five direct-to-consumer delivery hubs. Approximately 51.8% and 53.8% of the Company's revenue for the three and nine months ended September 30, 2023, respectively, was derived from the Company's retail operations.
- **Manufacturing operations:** The Company's manufacturing operations include cannabis processing, extraction, and product manufacturing for its own branded products and for "white label products" for other cannabis companies. Approximately 45.9% and 42.8% of the Company's revenue for the three and nine months ended September 30, 2023, respectively, was derived from the Company's manufacturing operations.
- **Wholesale operations:** The Company's wholesale operations include cultivation and the sale of cannabis flower and trim to the wholesale market. Approximately 2.2% and 3.4% of the Company's revenue for the three and nine months ended September 30, 2023, respectively, was derived from the Company's wholesale operations. With the completion of the Loudpack Acquisition, the Company has been using more cannabis flower and trim produced at the Salinas Production Campus for its own branded products and for white label manufactured products. The Company believes that a more fully integrated supply chain will result in higher product margins as the Company captures more of the price to consumer as well as lower input and production costs.

For the three and nine months ended September 30, 2023 and 2022, revenue was comprised of the following:

<i>\$ in thousands</i>	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Retail revenue, net	\$ 13,206	\$ 16,466	\$ 40,636	\$ 46,551
Manufacturing revenue, net	11,710	13,168	32,312	32,059
Wholesale revenue, net	571	1,213	2,537	4,102
Total net revenue	<u>\$ 25,486</u>	<u>\$ 30,847</u>	<u>\$ 75,484</u>	<u>\$ 82,712</u>

The Company does not experience significant seasonality in its revenue or other important financial performance metrics.

Gross Profit

Gross profit is calculated as revenue less cost of goods sold ("COGS"). COGS includes the direct costs attributable to the cultivation, production, manufacturing and purchase of products sold. These costs include the direct cost of labor, seeds, growing material, raw materials and packaging, as well as other indirect costs such as utilities and supplies used in the growing process, post-harvest costs, indirect labor for individuals involved in growing, quality control, regulatory testing, and inventory processes as well as certain costs related to its facilities. Additionally, certain other operating expenses, such as inventory management systems, uniforms, information technology and license renewal fees, are also allocated to COGS.

In addition to market fluctuations, cannabis costs are affected by various state regulations that limit the sourcing and procurement of cannabis products. Changes in regulatory environments may create fluctuations in gross profit over comparative periods. Additionally, biological assets consist of plants in various stages of growth prior to harvest and are measured at fair value less costs to sell (“FVLCS”). Changes in assumptions used to measure biological assets at FVLCS may create fluctuations in gross profit over comparative periods.

For the three and nine months ended September 30, 2023 and 2022, gross profit and gross margin by revenue channel were as follows:

<i>\$ in thousands</i>	For the Three Months Ended		For the Nine Months Ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
<i>Retail Operations</i>				
Retail revenue, net	\$ 13,206	\$ 16,466	\$ 40,636	\$ 46,551
Cost of goods sold	5,242	6,914	16,622	19,939
Gross profit before biological asset adjustments	\$ 7,963	\$ 9,552	\$ 24,013	\$ 26,612
<i>Gross margin</i>	60.3%	58.0%	59.1%	57.2%
<i>Manufacturing operations</i>				
Manufacturing revenue, net	\$ 11,710	\$ 13,168	\$ 32,312	\$ 32,059
Cost of goods sold	8,552	10,656	22,168	22,450
Gross profit before biological asset adjustments	\$ 3,157	\$ 2,512	\$ 10,143	\$ 9,609
<i>Gross margin</i>	27.0%	19.1%	31.4%	30.0%
<i>Wholesale operations</i>				
Wholesale revenue, net	\$ 571	\$ 1,213	\$ 2,537	\$ 4,102
Cost of goods sold	256	2,212	2,003	9,012
Gross profit before biological asset adjustments	\$ 315	\$ (999)	\$ 534	\$ (4,910)
<i>Gross margin</i>	55.2%	-82.4%	21.0%	-119.7%
<i>Consolidated operations</i>				
Net revenue	\$ 25,486	\$ 30,847	\$ 75,484	\$ 82,712
Cost of goods sold	14,051	19,782	40,794	51,401
Gross profit before biological asset adjustments	\$ 11,436	\$ 11,065	\$ 34,691	\$ 31,311
<i>Gross margin</i>	44.9%	35.9%	46.0%	37.9%

Operating Expenses

Operating expenses primarily include general and administrative expenses (as described below), professional fees, M&A and transaction expenses, share-based compensation, allowance for expected credit losses, write-downs (recovery) of receivables and investments and advances, and depreciation and amortization.

For the three and nine months ended September 30, 2023 and 2022, operating expenses were comprised of the following:

<i>\$ in thousands</i>	For the Three Months Ended		For the Nine Months Ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
General and administrative	\$ 10,116	\$ 14,047	\$ 31,821	\$ 37,426
Professional fees	1,657	1,797	5,702	6,105
M&A and transaction expenses	-	337	-	8,698
Share-based compensation	702	913	1,951	3,941
Allowance for expected credit balances	458	1,318	1,250	1,208
Depreciation and amortization	1,877	2,625	5,431	6,001
Total operating expenses	\$ 14,810	\$ 21,037	\$ 46,155	\$ 63,379

General and Administrative Expenses (“G&A”)

G&A expenses consist mainly of salary and benefits, taxes and licenses, sales and marketing, banking and processing fees, advertising and promotion, travel and entertainment and office and general expenses including technology, insurance and rent and facility expenses.

As a percentage of sales, management expects G&A costs to decrease as integration and optimization efforts continue. Management expects to achieve further synergies, increase operational efficiencies and improve margins as it fully integrates recent acquisitions.

For the three and nine months ended September 30, 2023 and 2022, G&A was comprised of the following:

<i>\$ in thousands</i>	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Advertising and promotion	\$ 178	\$ 313	\$ 830	\$ 921
Banking and processing fees	228	338	724	1,245
Other general administrative	39	36	139	114
Office and general expenses	3,049	4,439	8,531	12,103
Salaries and benefits	4,447	7,449	16,169	18,665
Sales and marketing	55	(139)	199	1,081
Taxes and licenses	710	1,457	1,820	2,699
Third party distribution costs	1,336	-	3,187	-
Travel and entertainment	72	154	220	598
Total	<u>\$ 10,116</u>	<u>\$ 14,047</u>	<u>\$ 31,821</u>	<u>\$ 37,426</u>

Non-cash Impairment

The Company is required to assess its goodwill and long-lived assets, including property, plant and equipment and intangible assets for impairment at the end of each reporting period or whenever events or changes in circumstances indicate that the carrying amount of an asset exceeds its recoverable amount. There was no impairment recognized during the three and nine months ended September 30, 2023 and 2022.

Other income (expense)

Other income (expense) consists mainly of recurring expenses such as interest income (expense), other income and gains (losses) on derivative instruments, foreign currency, and derivative liabilities on warrants. Also included are expenses such as gains (losses) on extinguishment of debt and provisions, and loss on sale of business. During the nine months ended September 30, 2023, the Company received approximately \$6.4 million of Employee Retention Credit (“ERC”) funds through the Coronavirus Aid, Relief and Economic Security Act. The Company recorded amounts received as a component of other income (expense) in the accompanying Q3 2023 Financial Statements.

For the three and nine months ended September 30, 2023 and 2022, other income (expense) consisted of the following:

<i>\$ in thousands</i>	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Interest income (expense), net	\$ (4,159)	\$ (5,262)	\$ (13,099)	\$ (11,161)
Other income (expense), net	1,329	(229)	8,118	(2,503)
Provisions	-	-	-	16,101
Loss on sale of business	437	(26)	437	(7,156)
Gain on assignment of non-controlling interests	(440)	-	-	-
Fair value gain in other current assets and derivative liabilities	(67)	444	369	1,718
Gain on debt extinguishment	(231)	-	(231)	(66)
Foreign exchange gain (loss)	(1,495)	(996)	(1,442)	(1,028)
Total other income (expense), net	<u>\$ (4,625)</u>	<u>\$ (6,069)</u>	<u>\$ (5,847)</u>	<u>\$ (4,095)</u>

Income Taxes

The Company is treated as a United States corporation for United States federal income tax purposes under §7874 of the U.S. Tax Code and is subject to the United States federal income tax on its worldwide income. However, for Canadian tax purposes, the Company is expected, regardless of any application of §7874 of the U.S. Tax Code, to be treated as a Canadian resident company (as defined in the Income Tax Act (Canada)) for Canadian income tax purposes. As a result, the Company will be subject to taxation both in Canada and the United States. Notwithstanding the foregoing, management expects that the Company's activities will be conducted in such a manner that income from operations will not be subject to double taxation. As the Company operates in the cannabis industry, the Company is subject to the limits of IRC §280E under which the Company is only allowed to deduct expenses directly related to the sales of product. This results in permanent differences between ordinary and necessary business expenses deemed non-allowable under IRC §280E and a higher effective tax rate than other industries.

Selected Financial Information

Selected Quarterly Financial Results

The following table, which presents the Company's quarterly results of operations, should be read in conjunction with the Q3 2023 Financial Statements and related notes thereto. Operating results for any quarter are not necessarily indicative of results for any future quarters, or for a full year. Selected financial information for the eight most recently completed quarters as at September 30, 2023, are as follows:

<i>\$ in thousands, except share amounts</i>	2023			2022				2021
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Net revenue	\$ 25,486	\$ 25,340	\$ 24,658	\$ 25,536	\$ 30,847	\$ 34,598	\$ 17,267	\$ 15,061
Cost of goods sold	14,050	13,013	13,731	14,712	19,782	19,861	11,758	10,226
Gross profit before FVLCS	11,436	12,327	10,927	10,824	11,065	14,737	5,509	4,835
Gross profit	11,256	12,644	10,971	10,488	9,468	16,121	6,476	2,261
Impairment loss	-	-	-	196,656	-	-	-	25,233
Expenses	14,809	14,571	16,775	19,736	21,037	28,904	14,038	11,401
Operating income (loss)	(3,554)	(1,925)	(5,803)	(205,903)	(11,569)	(12,783)	(7,562)	(34,734)
Other income (expense)	(4,625)	9	(1,231)	(5,988)	(6,069)	3,635	(1,661)	237
Income tax benefit (expense)	(8,865)	(595)	(3,846)	15,458	(2,823)	(4,352)	(1,338)	6,332
Non-controlling interests	(201)	(385)	(277)	(13)	(332)	(75)	(149)	(66)
Net income (loss) attributable to StateHouse Holdings Inc.	(16,842)	(2,127)	(10,603)	(196,420)	(20,129)	(13,425)	(10,412)	(27,739)
Net income (loss) per share - basic	(0.07)	(0.01)	(0.05)	(0.89)	(0.08)	(0.05)	(0.10)	(0.38)
Net income (loss) per share - diluted	(0.07)	(0.01)	(0.05)	(0.89)	(0.08)	(0.05)	(0.10)	0.38

Financial Information for the Three and Nine Months Ended September 30, 2023, and 2022:

The following tables set forth selected consolidated financial information for the periods indicated that are derived from, and should be read in conjunction with, the Q3 2023 Financial Statements and related notes included thereto.

The selected consolidated financial information set out below may not be indicative of the Company's future performance:

	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
<i>\$ in thousands</i>				
Net revenue	25,486	\$ 30,847	\$ 75,484	\$ 82,712
Cost of goods sold	14,050	19,782	40,794	51,401
Gross profit before biological asset adjustments	11,435	11,065	34,691	31,311
Gross margin	44.9%	35.9%	46.0%	37.9%
FVLCS of biological asset transformation	172	3,885	508	5,092
Realized fair value amounts included in inventory	8	(2,288)	(690)	(5,845)
Gross profit	11,256	9,468	34,872	32,065
Gross margin	44%	31%	46%	39%
Total expenses	14,809	21,036	46,155	63,979
Total other income (expense), net	(4,625)	(6,069)	(5,847)	(4,095)
Income tax benefit (expense)	(8,865)	(2,823)	(13,306)	(8,514)
Non-controlling interest	(201)	(332)	(864)	(556)
Net income (loss) attributable to Statehouse Holdings Inc.	<u>\$ (16,842)</u>	<u>\$ (20,129)</u>	<u>\$ (29,572)</u>	<u>\$ (43,967)</u>

The Company has been focused on optimizing its operations, leveraging assets acquired through acquisitions and realizing synergies from expanding the size of its overall business and integrating its operations to achieve profitability. The results of operations for the three and nine months ended September 30, 2023, include the operations of Urbn Leaf (acquired March 1, 2022) and Loudpack (acquired April 4, 2022), as such, the results of operations are not necessarily comparable between those periods.

Revenue

During the three months ended September 30, 2023, the Company generated total net revenue of \$25.5 million compared to \$30.8 million for the three months ended September 30, 2022. Retail, manufacturing and wholesale revenue for the three months ended September 30, 2023, totaled \$13.2 million, \$11.7 million, and \$0.6 million, respectively, compared to retail, manufacturing and wholesale revenue for the three months ended September 30, 2022, of \$16.5 million, \$13.2 million, and \$1.2 million, respectively.

The decrease in retail revenue of \$3.3 million, representing an approximate 19.8% reduction, which was primarily attributable to a market-wide reduction in retail foot traffic, increased competition, and price compression.

The decrease in manufacturing revenue of \$1.5 million, representing an approximate 11.1% reduction, was primarily attributable to increased competition, increased credit risk from retail customers, and price compression.

The Company's wholesale revenues decreased \$0.6 million for the three months ended September 30, 2023, compared to the three months ended September 30, 2022. The Company utilized a greater percentage of cannabis flower produced at the Salinas Production Campus and the Greenfield Production Campus for the Company's branded products rather than selling bulk cannabis flower directly to the wholesale market. For the three months ended September 30, 2023, approximately 95% of the cannabis flower and trim produced at the Company's Salinas Production Campus was used for the Company's products, compared to approximately 52.0% for the three months ended September 30, 2022. The Company expects to improve gross profits by continuing to use more self-produced cannabis flower and trim in its branded products.

During the nine months ended September 30, 2023, the Company generated total net revenue of \$75.5 million compared to \$82.7 million for the nine months ended September 30, 2022. Retail, manufacturing and wholesale revenue for the nine months ended September 30, 2023, totaled \$40.6 million, \$32.3 million, and \$2.5 million, respectively, compared to retail, manufacturing and wholesale revenue for the nine months ended September 30, 2022, of \$46.6 million, \$32.1 million and \$4.1 million, respectively.

The decrease in retail revenue of \$5.9 million, representing an approximate 12.7% reduction, was primarily attributable to a market-wide reduction in retail foot traffic, increased competition, and price compression.

The increase in manufacturing revenue of \$0.3 million, representing growth of approximately 0.8%, was primarily attributable to the Loudpack Acquisition in April 2022. Accordingly, results of operations are not necessarily comparable on a period over period basis.

The Company's wholesale revenues decreased \$1.6 million for the nine months ended September 30, 2023, compared to the nine months ended September 30, 2022. The Company utilized a lower percentage of cannabis flower produced at the Salinas Production Campus and the Greenfield Production Campus for the Company's branded products rather than selling bulk cannabis flower directly to the wholesale market. For the nine months ended September 30, 2023, approximately 92% of the cannabis flower and trim produced at the Company's Salinas Production Campus was used for the Company's products, compared to approximately 44.2% for the nine months ended September 30, 2022.

COGS and Gross Profit

During the three months ended September 30, 2023, COGS for the retail, manufacturing and wholesale operations totaled \$5.2 million, \$8.6 million, and \$0.3 million, respectively, compared to COGS of \$6.9 million, \$10.7 million, and \$2.2 million, respectively, for the three months ended September 30, 2022. Consolidated gross profit before biological asset adjustments for the three months ended September 30, 2023 and 2022, were \$11.4 million and \$11.1 million, respectively, for a gross margin of 44.9% and 35.9%, respectively. Quarter over quarter combined gross margins increased primarily due to the demand for the Company's high-quality cannabis products and better utilization of raw materials due to vertical integration.

During the nine months ended September 30, 2023, COGS for the retail, manufacturing and wholesale operations totaled \$16.6 million, \$22.2 million, and \$2.0 million, respectively, compared to COGS of \$19.9 million, \$22.5 million and \$9.0 million, respectively, for the nine months ended September 30, 2022. Consolidated gross profit before biological asset adjustments for the nine months ended September 30, 2023 and 2022, were \$34.7 million and \$31.3 million, respectively, for a gross margin of 46.0% and 37.9%, respectively. Period over period combined gross margins increased primarily due to the demand for the Company's high quality cannabis products and better utilization of Company raw material through vertical integration

During the nine months ended September 30, 2023, the Company repurposed one of its underperforming greenhouses for research and development of new genetics and increased light sources in its' other greenhouses. In addition, the Company moved the process of trimming from the Salinas Production Campus to the Greenfield Production Campus. These changes resulted in lower wholesale operating costs while increasing manufacturing operating costs. Overall, these changes are expected to result in increases in yields and efficiency.

Total Operating Expenses

During the three months ended September 30, 2023 and 2022, the Company incurred total operating expenses of \$14.8 million and \$21.0 million, respectively, a decrease of \$6.2 million. The decrease in total operating expenses was primarily related to:

- A decrease in M&A expenses of \$0.3 million, as the Company has not incurred any significant M&A costs in the three months ended September 30, 2023, compared to \$0.3 million in the three months ended September 30, 2022, which were incurred in relation to the Urbn Leaf Acquisition and Loudpack Acquisition.
- A decrease in general and administrative expenses of \$3.9 million, to \$10.1 million in the three months ended September 30, 2023, compared to \$14.0 million in the three months ended September 30, 2022. The decrease was primarily due to a \$3.0 million decrease in salaries and benefits from reduced headcount. The Company's headcount as at September 30, 2023, was approximately 331 employees compared to approximately 442 employees as at September 30, 2022. A \$1.4 million decrease in office and general expenses. Office and general expenses consist primarily of utilities, outside security, information technology, insurance and office supplies.

During the nine months ended September 30, 2023, and 2022, the Company incurred total operating expenses of \$46.2 million and \$63.4 million, respectively, resulting in a decrease of \$17.2 million. The decrease in total operating expenses was primarily related to the following items:

- A decrease in M&A expenses of \$8.7 million, as the Company hasn't incurred any significant M&A cost during the nine months ended September 30, 2023, compared to \$8.7 million in the nine months ended September 30, 2022, which were incurred in relation to the Urbn Leaf Acquisition and the Loudpack Acquisition.

- A decrease in general and administrative expenses of \$5.6 million, to \$31.8 million in the nine months ended September 30, 2023, compared to \$37.4 million in the nine months ended September 30, 2022. The decrease was primarily due to a \$3.57 million decrease in office and general. Office and general expenses consist primarily of utilities, outside security, information technology, insurance and office supplies. A decrease in selling expenses of \$1.1 million, to \$0.1 million in the nine months ended September 30, 2023, compared to \$1.2 million in the nine months ended September 30, 2022. A decrease in salaries and benefits of \$2.5 million, to \$16.2 million in the nine months ended September 30, 2023, compared to \$18.7 million in the nine months ended September 30, 2022.
- The decrease in total operating expenses for the nine months ended September 30, 2023, was offset by a \$3.2 million increase in third party distribution costs related to the outsourced distribution of manufactured products.
- The Company continues to implement cost savings initiatives including reduced spending across all business lines, elimination of redundant services and subscriptions and re-negotiating contracts with vendors.

Operating Income (Loss)

As the Company continues to integrate its business, it is incurring losses. Operating loss for the three and nine months ended September 30, 2023, totaled \$3.6 million and \$11.3 million, respectively. Operating loss for the three and nine months ended September 30, 2022, totaled \$11.6 million and \$31.9 million, respectively. The Company is focused on optimizing its operations, leveraging its assets and realizing synergies from expanding the size of its overall business and further integrating its operations. In addition, the Company continues to identify and launch additional integration and growth efforts which are expected to improve profitability.

Total Other Income (Expense)

For the three months ended September 30, 2023, other income expense was \$4.6 million, comprised primarily of net interest expense of \$4.7 million, offset by a loss on foreign exchange of \$1.5 million.

For the nine months ended September 30, 2023, other income expense was \$5.8 million, comprised primarily of interest expense of \$13.6 million, offset by income from ERC credits of approximately \$6.4 million.

For the three months ended September 30, 2022, other expense was \$6.1 million, offset by \$0.4 of fair value gain in other current assets and derivative liabilities.

For the nine months ended September 30, 2022, other income was \$4.1 million comprised primarily of a \$16.1 million gain from the decrease in the provision for the uncertain tax position under IRC §280E for PMACC and a \$1.3 million fair value gain in other current assets and derivative liabilities related to the fair value of the conversion option on the FGW Note, the Company's investments related to the 15% Senior Secured Convertible Debentures of Loudpack and the Company's derivative liabilities. Other income was offset by a \$7.1 million loss on the sale of Sublime Machining and interest expense of \$5.9 million related to the interest accrued on the provisions, term loan and debt assumed as part of the Urbn Leaf Acquisition and the Loudpack Acquisition.

Provision for Income Taxes

During the three months ended September 30, 2023, the Company recorded income tax expense of \$8.9 million. During the nine months ended September 30, 2023, the Company recorded income tax expense of \$13.3 million.

During the three months ended September 30, 2022, the Company recorded a provision for income taxes of \$4.4 million. During the nine months ended September 30, 2022, the Company recorded a provision for income taxes of \$5.7 million.

Net income (loss) attributable to StateHouse Holdings Inc. (“net income” or “net loss”)

Overall, the net loss for the three and nine months ended September 30, 2023, was \$17.0 million, net loss of \$0.07 per share, and \$30.4 million, net loss of \$0.12 per share), respectively, compared to a net loss for the three and nine months ended September 30, 2022, of \$20.5 million, net loss of \$0.08 per share and \$44.5 million, net loss of \$0.22 per share, respectively. Net loss attributable the Company for the three and nine months ended September 30, 2023, totaled \$16.8 million and \$29.6 million, respectively.

Reconciliation of Non-IFRS Measures

The following information provides reconciliations of the supplemental non-IFRS financial measures, compared to the most directly comparable financial measures calculated and presented in accordance with IFRS. The Company has provided the non-IFRS financial measures, which are not calculated or presented in accordance with IFRS, as supplemental information.

These supplemental non-IFRS financial measures are presented since management has evaluated the financial results of the Company, both including and excluding adjusted items, and believes that the supplemental non-IFRS financial measures presented provide additional perspective and insight when analyzing operating performance. These supplemental non-IFRS measures should not be considered superior to, a substitute for, or as an alternative to and should be read in conjunction with the IFRS financial measures presented.

Adjusted Gross Profit & Adjusted Gross Margin

Adjusted Gross Profit and Adjusted Gross Margin exclude the fair value adjustments of biological assets.

<i>\$ in thousands</i>	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Net Revenue	25,486	\$ 30,847	\$ 75,484	\$ 82,712
Gross Profit	11,256	9,468	34,872	32,065
Adjusted for:				
Net effect of change in fair value less cost to sell of biological asset transformation	180	1,597	(182)	(754)
Adjusted EBITDA	<u>\$ 11,435</u>	<u>\$ 11,065</u>	<u>\$ 34,691</u>	<u>\$ 31,311</u>
Adjusted EBITDA Margin	<u>44.9%</u>	<u>35.9%</u>	<u>46.0%</u>	<u>37.9%</u>

After adjusting for the net effect of the change in fair value less cost to sell of biological asset transformation, the Adjusted Gross Profit for the three and nine months ended September 30, 2023, was \$11.4 million and \$34.7 million, respectively. The Adjusted Gross Margin for the three and nine months ended September 30, 2023, was 44.9% and 46.0%, respectively. Adjusted Gross Profit for the three and nine months ended September 30, 2022, was \$11.1 million and \$31.3 million, respectively. The Adjusted Gross Margin for the three and nine months ended September 30, 2022, was 35.9% and 37.9%, respectively.

Adjusted EBITDA & Adjusted EBITDA Margin

“Adjusted EBITDA” is a metric used by management which is net income (loss) adjusted for interest, provisions for income taxes, other non-cash items including depreciation and amortization, share-based compensation, the non-cash effects of accounting changes in biological assets, derivative liabilities, and other extraordinary and non-recurring items. “Adjusted EBITDA Margin” is Adjusted EBITDA as a percentage of reported net revenue.

As reflected in the following table, after adjusting for depreciation and amortization, interest, provisions for income taxes, other non-cash and extraordinary non-recurring items, share-based compensation, the non-cash effects of accounting changes in biological asset adjustments and derivative liabilities, Adjusted EBITDA for the three and nine months ended September 30, 2023, was \$0.5 million and \$0.2 million, respectively. During the three and nine months ended September 30, 2023, the Adjusted EBITDA Margin was 1.9% and 0.2%, respectively. Adjusted EBITDA for the three and nine

months ended September 30, 2022, was \$4.6 million and \$7.5 million, respectively. During the three and nine months ended September 30, 2022, the Adjusted EBITDA Margin was 15.0% and 9.1%, respectively.

	For the three months ended		For the nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
<i>\$ in thousands</i>				
Net income (loss) attributable to StateHouse Holdings Inc	(16,842)	\$ (20,129)	\$ (29,572)	\$ (43,967)
Adjusted for:				
Biological assets adjustments	180	1,597	(182)	(754)
Share-based compensation	702	913	1,951	3,941
Depreciation and amortization	1,876	2,625	5,431	6,601
Depreciation included in COGS	131	534	325	1,542
Interest expense	4,159	5,262	13,099	11,161
Fair value change in other assets and derivative liabilities	(67)	444	369	1,719
Foreign exchange (gain) loss	1,495	996	1,442	1,028
Provision	-	-	-	16,102
Loss on sale of business	437	(26)	437	(7,156)
Gain on assignment of non-controlling interests	(440)	-	-	-
Non-recurring expenses	-	-	-	75
Non-recurring expenses - M&A and transaction expenses	-	337	-	8,698
Other income related to ERC	-	-	(6,449)	-
Income tax expense	8,865	2,823	13,306	8,514
Adjusted EBITDA	\$ 496	\$ (4,623)	\$ 158	\$ 7,503
Adjusted EBITDA Margin	1.9%	-15.0%	0.2%	9.1%

Summary of Significant Accounting Policies

See Note 2, *Summary of Significant Accounting Policies* in the Q3 2023 Financial Statements for the Company's disclosures on the significant accounting policies. The significant accounting policies applied in the preparation of the Q3 2023 Financial Statements have been applied consistently to all periods presented in the Q3 2023 Financial Statements.

Adoption of Accounting Policies

The Company adopted the following standards effective January 1, 2023. These changes were made in accordance with the applicable transitional provisions noted below.

Amendments to IAS 1 - Presentation of Financial Statements and IFRS Practice Statement 2 - Making Materiality Judgments

In February 2021, the IASB issued amendments to International Accounting Standards ("IAS") 1 - *Presentation of Financial Statements* ("IAS 1"), and IFRS Practice Statement 2 - *Making Materiality Judgments* ("IFRS Practice Statement 2"). These amendments help entities provide accounting policy disclosure that is more useful to primary users of financial statements by:

Replacing the requirement to disclose "significant" accounting policies under IAS 1 with a requirement to disclose "material" accounting policies. Under IAS 1, an accounting policy would be material if, when considered together with other information included in an entity's financial statements, it can reasonably be expected to influence decisions that primary users of general-purpose financial statements would make on the basis of those financial statements.

Providing guidance in IFRS Practice Statement 2 to explain and demonstrate the application of the four-step materiality process to accounting policy disclosure.

The amendments were applied prospectively. The amendments to IAS 1 were effective for annual periods beginning on or after January 1, 2023, with earlier application permitted. The adoption of the standard did not have a material impact on the Company's Q3 2023 Financial Statements.

Amendments to IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors

In February 2021, the IASB issued amendments to IAS 8 - *Accounting Policies, Changes in Accounting Estimates and Errors*. These amendments introduce a new definition of “accounting estimates” to replace the definition of “change in accounting estimates” and also include clarifications intended to help entities distinguish changes in accounting policies from changes in accounting estimates. The amendments were effective for annual periods beginning on or after January 1, 2023, with earlier application permitted. The adoption of the standard did not have a material impact on the Company’s Q3 2023 Financial Statements.

Amendments to IAS 12 Income Taxes

In May 2021, the IASB issued amendments to the recognition exemptions under IAS 12 - *Income Taxes*. These amendments narrowed the scope of the recognition exemption to require an entity to recognize deferred tax on the initial recognition of particular transactions, to the extent the transaction gives rise to equal amounts of deferred tax assets and liabilities. These amendments apply to transactions for which an entity recognizes both an asset and liability, for example leases and decommissioning liabilities. The amendments were effective for annual periods beginning on or after January 1, 2023, with earlier application permitted. The adoption of the standard did not have a material impact on the Company’s Q3 2023 Financial Statements.

New, Amended, and Future IFRS Pronouncements

The Company has implemented all applicable IFRS standards recently issued by the IASB. Pronouncements that are not applicable or where it has been determined do not have a significant impact to the Company have been excluded in this MD&A.

The Company is currently assessing the impact that adopting the new standards or amendments will have on its Q3 2023 Financial Statements.

No material impact is expected upon the adoption of the following new standards issued but not yet effective.

Amendments to IAS 1 - Classification of Liabilities as Current or Non-current

In January 2020, the IASB issued amendments to IAS 1 - *Classification of Liabilities as Current or Non-current*. The amendments clarify the requirements relating to determining if a liability should be presented as current or non-current in the statement of financial position. Pursuant to the new requirements, the assessment of whether a liability is presented as current or non-current is based on the contractual arrangements in place as at the reporting date and does not impact the amount or timing of recognition. These amendments are effective for annual periods beginning on or after January 1, 2024, with early application permitted.

Critical Accounting Estimates and Judgments

The preparation of the Company’s Q3 2023 Financial Statements in conformity with IFRS, requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from those estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised in any future periods affected. Significant judgments, estimates, and assumptions that have the most significant effect on the amounts recognized in the Q3 2023 Financial Statements are described below.

Fair value of biological assets and inventories

Determination of the fair value of biological assets and inventories requires management to make assumptions about how market participants assign fair values to these assets. These assumptions primarily relate to the level of effort required to bring cannabis up to the point of harvest, costs to convert the harvested cannabis to finished goods, sales price, risk of loss, expected future yields from the cannabis plants and estimating values during the growth cycle of such biological assets.

The valuation of biological assets at the point of harvest is the cost basis for all cannabis-based inventories and thus any critical estimates and judgments related to the valuation of biological assets are also applicable for inventories. Significant assumptions used in determining the fair value of biological assets include:

- estimating the stage of growth of cannabis up to the point of harvest;
- pre-harvest and post-harvest costs;
- expected selling prices;
- expected yields for cannabis plants to be harvested, by strain of plant; and,
- wastage of cannabis plants at various stages.

The valuation of work in process and finished goods also requires the estimate of conversion costs incurred, which become part of the carrying amount for inventories. The Company must also determine if the cost of any inventories exceeds its net realizable value (“NRV”), such as cases where prices have decreased, or inventories have spoiled or otherwise been damaged. The Company estimates the NRV of inventories, taking into account the most reliable evidence available at each reporting date. The future realization of these inventories may be affected by market-driven changes that may reduce future selling prices. A change to these assumptions could impact the Company’s inventory valuation and impact gross profit.

Provision for expected credit losses (“ECL”)

Determining a provision for ECLs for accounts receivable held at amortized cost requires management to make assumptions about the historical patterns for the probability of default, timing of collection and the amount of incurred credit losses, which are adjusted based on management’s judgment about whether economic conditions and credit terms are such that actual losses may be higher or lower than what the historical patterns suggest.

Estimated useful lives of depreciation and amortization of property, plant and equipment and intangible assets

Depreciation and amortization of property, plant and equipment is dependent upon estimates of useful lives which are determined through the exercise of judgment. The assessment of any impairment of these assets is dependent upon estimates of recoverable amounts which consider factors such as economic conditions, market conditions and the useful lives of assets.

Amortization of intangible assets is dependent upon estimates of useful lives and residual values which are determined through the exercise of judgment. Intangible assets that have indefinite useful lives are not subject to amortization and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. The assessment of any impairment of these assets is dependent upon estimates of recoverable amounts that consider factors such as general and industry-specific economic and market conditions.

Impairment of long-lived assets

Long-lived assets, including property, plant and equipment and intangible assets, are reviewed for indicators of impairment at each reporting period or whenever events or changes in circumstances indicate that the carrying amount of an asset exceeds its recoverable amount. The recoverable amount of an asset or a cash generating unit (“CGU”) is the greater of its fair value less costs to sell or its value in use. If the carrying amount of an asset or a CGU exceeds its recoverable amount, an impairment charge is recognized immediately in profit or loss for the amount by which the carrying amount of the asset exceeds the recoverable amount.

Incremental borrowing rate for leases under IFRS 16 - Leases

IFRS 16 - *Leases* requires lessees to discount lease payments using the rate implicit in the lease if that rate is readily available. If that rate cannot be readily determined, the lessee is required to use its incremental borrowing rate. As information from the lessor regarding the fair value of underlying assets and initial direct costs incurred by the lessor related to the leased assets is generally not available, the Company uses its incremental borrowing rate when initially recording real estate leases. The Company determines the incremental borrowing rate as the interest rate the Company would pay to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, in a similar economic environment over a similar term.

Leases

Each capitalized lease is evaluated to determine if the Company would exercise any of the renewal options offered. Several material factors are considered in determining if the renewal option would be exercised, such as length of the renewal, renewal rate, and ability to transfer locations.

Share-based payment arrangements

The Company measures the cost of equity-settled transactions with officers and directors by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair values for share-based payment transactions requires determining the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determining and making assumptions about the most appropriate inputs to the valuation model including the expected life, volatility, dividend yield and forfeiture rate. Similar calculations are made to value warrants. Such judgments and assumptions are inherently uncertain and changes in these assumptions will affect the fair value estimates.

Compound financial instruments

The conversion feature and the warrants component of convertible debentures and convertible notes payable, and warrants denominated and exercisable in a foreign currency, are accounted for as derivative liabilities as their fair value is affected by changes in the fair value of the Common Shares and in response to the changes in foreign exchange rates. The estimates, assumptions and judgments made in relation to the fair value of derivative liabilities are subject to measurement uncertainty. The conversion feature and warrant component of the convertible debentures and convertible notes payable, and warrants denominated and exercisable in a currency in other than the Company's functional currency, are required to be measured at fair value at each reporting period.

The valuation techniques used to determine fair value require inputs that involve assumptions and judgments such as estimating the future volatility of the stock price, expected dividend yield, and expected life. Such judgments and assumptions are inherently uncertain.

Income taxes

Income taxes and tax exposures recognized in the Q3 2023 Financial Statements reflect management's best estimate of the outcome based on facts known at the reporting date. The Company recognizes a liability when, based on its estimates, it anticipates a future income tax payment. A difference between an expected amount and the final tax outcome has an impact on current and deferred taxes in the period when the Company becomes aware of this difference.

In addition, when the Company incurs losses that cannot be associated with current or past profits, it assesses the probability of taxable profits being available in the future based on its budgeted forecasts. These forecasts are adjusted to take into account certain non-taxable income and expenses and specific rules on the use of unused credits and tax losses. When the forecasts indicate that sufficient future taxable income will be available to deduct the temporary differences, a deferred tax asset is recognized for all deductible temporary differences.

In addition, future changes in tax laws could limit the ability of the Company to obtain tax deductions in future periods. To the extent that future cash flows and taxable income differ significantly from estimates, the ability of the Company to realize the net deferred tax assets recorded at the reporting date could be impacted.

Provisions

The Company recognizes provisions if there is a present obligation (legal or constructive) that has arisen as a result of a past event, it is probable that the Company will be required to settle the obligation and the obligation can be reliably estimated. The Company's provision as at September 30, 2023 and December 31, 2022 relates to uncertain tax positions under IRC §280E for PMACC and San Jose Wellness Solutions Corp. ("SJW"), permanent and temporary differences on the Company's federal income tax returns and underpayments on federal income tax liabilities.

Many of the central issues relating to the interpretations of IRC §280E remain unsettled, and there are critical accounting issues regarding the allocation of expenses to the cost of goods sold (thus avoiding disallowance as deductions under IRC §280E). The Company evaluated these uncertain tax treatments, using a probability weighted approach to assess the range of possible outcomes as required in its adoption of IFRIC 23 – *Uncertainty over Income Tax Treatments* ("IFRIC 23") and, although the Company strongly disagrees with the positions taken by the IRS and the findings of the U.S. Tax Court,

it has determined that a reserve for uncertain tax position should be recorded for all years which are subject to statutory review and which do not have negotiated payment arrangements in place with the IRS. On July 28, 2022, the Company entered into the IRS Agreement in relation to a portion of the uncertain tax positions for PMACC. The amount recognized as a provision reflects the Company's obligations due under the IRS Agreement and management's best estimate of the consideration required to settle the remaining uncertain tax positions at the reporting date, considering the risks and uncertainties surrounding the obligation.

Going concern

At the end of each reporting period, management exercises judgment in assessing the Company's ability to continue as a going concern by reviewing the Company's performance, resources and future obligations. The conclusion that the Company will be able to continue as a going concern is subject to critical judgments of management with respect to assumptions surrounding short and long-term operating budgets, expected profitability, investment and financing activities and management's strategic planning. The assumptions used in management's going concern assessment are derived from actual operating results along with industry and market trends and are consistent with those used to evaluate impairment of goodwill and intangible assets as at September 30, 2023.

As indicated in Note 17 of the Q3 2023 Financial Statements, the Company has recognized a provision for uncertain tax positions which are related to PMACC and SJW. The Company has entered into the IRS Agreement for a portion of the uncertain tax position related to PMACC. The Company will be resolving the portion of uncertain tax position subject to the IRS Agreement through monthly installment payments of \$50,000 which began on August 1, 2022.

Outside of the Company's IRS Agreement for PMACC, the timing of additional payments arising from these or any future uncertain tax positions is expected to exceed twelve months from the date the Q3 2023 Financial Statements were authorized to be issued. The final amount to be paid for all uncertain tax positions is uncertain.

Management continues to monitor the Company's operational performance, progress on tax litigation and appeals process, and its ability to service its debt.

Working Capital and Liquidity Outlook

Overview

The Company's primary need for liquidity is to fund the working capital requirements of its business, capital expenditures, debt service and for general corporate purposes. Working capital is defined as current assets less current liabilities and provides a measure of the Company's ability to settle liabilities that are due within one year with assets that are also expected to be converted into cash within one year. The Company's primary source of liquidity is funds generated by operating activities. The Company also relies on private and/or public financing as a source of liquidity for working capital and general corporate purposes. The Company's ability to fund operations, to make planned capital expenditures, to make scheduled debt payments and to repay or refinance indebtedness depends on its future operating performance and cash flows, which are subject to prevailing economic conditions and financial, business and other factors, some of which are beyond management's control.

As at September 30, 2023, the Company had total current assets of approximately \$29.3 million, including cash of approximately \$3.9 million, to settle current liabilities of approximately \$138.3 million, for a net working capital deficit of approximately \$108.9 million. As at December 31, 2022, the Company had current assets of approximately \$29.8 million, including cash and restricted cash of approximately \$3.4 million, to settle current liabilities of approximately \$129.2 million, for a net working capital deficit of approximately \$99.4 million. The Company had losses of approximately \$17.1 million and \$29.8 million for the three and nine months ended September 30, 2023, respectively. The Company had losses of approximately \$20.1 million and \$43.9 million for the three and nine months ended September 30, 2022, respectively. The Company had cash flows from operating activities for the nine months ended September 30, 2023, of approximately \$3.1 million.

Management anticipates that the Company will continue to incur losses until such time as revenues exceed operating costs and the Company is able to complete its restructuring plans, as further described below. These factors create material uncertainties that may cast significant doubt about the Company's ability to continue as a going concern.

The Company's plan to ensure operational continuity includes the implementation of its cost savings plan, and various strategic actions, including the divestiture of non-core assets including but not limited to the current assets held for sale, as well as its on-going revenue strategies to increase market share and retail, manufacturing and wholesale revenue. As at May 19, 2023, the Company obtained an extension on its Senior Secured Debt. On July 17, 2023, the Company entered into the ninth omnibus amendment of the loan to further extend the maturity date of the Senior Secured Debt to July 31, 2023. On August 1, 2023, the Company entered into an agreement with Pelorus to extend the repayment date of the Senior Secured Debt to February 10, 2027 and increase the amount of the Senior Secured Debt, providing an incremental amount of approximately \$7,521,000, bringing the total principal amount of the Senior Secured Debt to \$15,000,000. The Senior Secured Debt bears interest at a rate of one month Secured Overnight Financing Rate ("SOFR"), plus 12.5%, with a SOFR floor of 4.5%. The Company's annual operating plan for fiscal year 2023 estimates that the Company will be able to sustain current operations. However, the Company's cash needs are significant and not achievable with current cash flow. Additionally, management expects to continue to manage the Company's operating expenses and reduce its projected cash requirements through permanently or temporarily closing retail dispensaries that are under performing, and/or implementing other restructuring activities. There is no assurance the Company will be successful in achieving these goals.

The amount of current liabilities as at September 30, 2023 and December 31, 2022, of approximately \$138.3 million and \$129.2 million, respectively, includes the provision for an uncertain tax position related to IRC §280E, and the estimated federal income taxes payable as at period-end. Although the provision is shown in current liabilities, only \$0.6 million is expected to be paid within the next twelve months in accordance with the IRS Agreement entered into by the Company on July 28, 2022. The remaining balance in the provision relates to uncertain tax positions in which the Company does not currently expect any material payments resulting from its IRC §280E provision to be made within 12 months of the issuance date of the Q3 2023 Financial Statements. See "Provisions" for additional information.

Selected Cash Flow Information for the Three and Nine Months Ended September 30, 2023, and 2022:

<i>\$ in thousands</i>	For the Three Months Ended		For the Nine Months Ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Net cash (used in) provided by:				
Net Loss	\$ (16,321)	\$ (20,461)	\$ (29,713)	\$ (44,523)
Non-Cash Adjustments	22,082	9,978	16,401	28,681
Changes in non-cash working capital items	(4,552)	(262)	16,814	(17,046)
Operating activities	1,209	(10,745)	3,502	(32,888)
Financing activities	469	(1,358)	(1,829)	30,370
Investing activities	(559)	(59)	(734)	3,952
Net increase (decrease) in cash and restricted cash	1,121	(12,329)	938	1,267
Effects of foreign exchange on cash and restricted cash	(545)	(1,045)	(507)	(928)
Cash and restricted cash, beginning of period	-	22,804	3,419	9,091
Cash and restricted cash, end of period	\$ 1,695	\$ 9,430	\$ 3,850	\$ 9,430

Operating Activities

Net cash provided by operating activities totaled \$1.2 million and used by operating activities totaled \$10.7 million for the three months ended September 30, 2023, and 2022, respectively. Net cash provided by operating activities totaled \$1.2 million and used by operating activities totaled \$32.9 million for the nine months ended September 30, 2023, and 2022, respectively. The fluctuation in cash provided by operating activities was primarily due to significant improvement in net loss, adjustments to reconcile net loss to cash and the decrease in the Company's operating assets and liabilities.

The Company is evaluating a number of options to improve operating results, including general and administrative cost reductions, disposal of non-core assets, adoption of uniform processes and procedures and streamlining operations.

Financing Activities

Net cash provided by and used in financing activities totaled \$0.5 million and \$1.8 million for the three and nine months ended September 30, 2023, respectively, compared to net cash used in and provided by financing activities of \$1.4 million and \$30.4 million for the three and nine months ended September 30, 2022, respectively. The Company's financing activity for the three and nine months ended September 30, 2023, consisted of principal on lease payments and notes payable. The

Company's financing activities during the three and nine months ended September 30, 2022, consisted of net proceeds of approximately \$46.7 million from the Term Loan, offset by a \$12.0 million paydown on the Facility, \$2.1 million of payments of principal on lease liabilities and \$0.8 million repayment of notes payable.

Investing Activities

Net cash used in investing activities totaled \$0.6 million and \$0.7 million for the three and nine months ended September 30, 2023, respectively, compared to net cash used in and provided by investing activities of \$0.06 million and \$4.0 million for the three and nine months ended September 30, 2022, respectively. The activity during the three and nine months ended September 30, 2023, related to purchases of property, plant and equipment. The activity during the nine months ended September 30, 2022, related to cash received in the acquisition of Urbn Leaf of \$3.3 million and cash received in the acquisition of Loudpack of \$1.3 million, offset by purchases of property and equipment of \$0.6 million.

Contractual Obligations

In addition to the commitments outlined in Note 10, *Right-of-use Assets and Lease Liabilities*, and Note 27, *Commitments and Contingencies*, of the Q3 2023 Financial Statements, the Company has the following contractual obligations as at September 30, 2023:

	<u>Less than 1 Year</u>	<u>1 to 3 Years</u>	<u>4 to 5 Years</u>	<u>> 5 Years</u>	<u>Total</u>
Accounts payable and accrued liabilities	\$ 52,483,120	\$ -	\$ -	\$ -	\$ 52,483,120
Notes payable	1,769,000	42,504,035	100,000	40,000	44,413,035
Excise, cultivation and property tax liabilities	22,995,004	1,106,444	-	-	24,101,448
IRS Agreement	600,000	1,200,000	1,200,000	2,100,000	5,100,000
Term Loan	-	5,797,500	5,362,688	60,737,760	71,897,948
	<u>\$ 77,847,124</u>	<u>\$ 50,607,979</u>	<u>\$ 6,662,688</u>	<u>\$ 62,877,760</u>	<u>\$ 197,995,551</u>

Commitments and Contingencies

See Note 27, *Commitments and Contingencies*, in the Q3 2023 Financial Statements for the Company's disclosures on commitments and contingencies.

Off-Balance Sheet Arrangements

As at September 30, 2023, and the date of this MD&A, the Company does not have any off-balance sheet arrangements.

Related Party Transactions

See Note 25, *Related Party Transactions and Key Management and Director Compensation*, in the Q3 2023 Financial Statement for the Company's disclosures on related party transactions.

Capital Management

The Company's objectives when managing its capital are to ensure that there are adequate capital resources to safeguard the Company's ability to continue as a going concern, meet capital expenditures required for its continued operations, and to maintain a flexible capital structure which optimizes the cost of capital within a framework of acceptable risk. The Company manages its capital structure and adjusts it as appropriate given the changes in economic conditions and the risk characteristics of its underlying assets. To maintain or adjust its capital structure, the Company may issue new shares, issue new debt or acquire or dispose of assets. Except for certain restrictive covenants included in various debt agreements, the Company is not subject to externally imposed capital requirements. The Company's Board does not establish quantitative return on capital criteria for management, but rather relies on management's expertise to sustain future development of the business.

Management has chosen to mitigate the risk and uncertainty associated with raising additional capital given current economic conditions by:

- (i) minimizing discretionary disbursements;
- (ii) reducing operating expenditures throughout the Company; and
- (iii) exploring alternate sources of liquidity.

Management reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of the Company, is reasonable. There were no material changes to the Company's capital management approach during the three and nine months ended September 30, 2023 and 2022.

Financial and Risk Management

The Company is exposed to a variety of financial instrument related risks and is exposed to liquidity risk, credit risk, interest rate risk, foreign exchange risk, equity price risk, asset forfeiture risk and banking risk. Management, in conjunction with the Board, mitigates these risks by assessing, monitoring and approving the Company's risk management processes. See Note 29, *Financial Risk Management*, in the Q3 2023 Financial Statements for the Company's financial instruments, financial risk factors, and other instruments. The Company's financial risk activities are governed by the appropriate policy and procedures and financial risks are identified, measured and managed in accordance with Company policies and risk appetite.

In addition, the Company noted the following risks specific to the cannabis industry that it is exposed to:

Tax Risk

Tax risk is the risk of changes in the tax environment that would have a material adverse effect on the Company's business, results of operations, and financial condition. Currently, state licensed cannabis businesses are assessed a comparatively high effective federal tax rate due to IRC §280E, which bars cannabis businesses from deducting all expenses except their cost of goods sold when calculating federal tax liability. Any increase in tax levies resulting from additional tax measures may have a further adverse effect on the operations of the Company, while any decrease in such tax levies will be beneficial to future operations.

Regulatory Risk

Regulatory risk pertains to the risk that the Company's business objectives are contingent, in part, upon the compliance with regulatory requirements. Due to the nature of the industry, regulatory requirements can be more stringent than other industries and may also be punitive in nature. Any delays in obtaining, or failure to obtain regulatory approvals can significantly delay operational and product development and can have a material adverse effect on the Company's business, results of operation, and financial condition.

The Company routinely monitors regulatory changes occurring in the cannabis industry at the city, state, and national levels. Although the general regulatory outlook for the cannabis industry has been moving in a positive direction, unforeseen regulatory changes could have a material adverse effect on the business as a whole.

Issued and Outstanding Share Capital

As at September 30, 2023, the Company had the following securities issued and outstanding on a fully diluted basis, expressed as the number of Common Shares issuable upon conversion or exercise, as applicable, of such securities:

Designation of Securities	Number of Underlying Common Shares
Common Shares	253,193,303
Options	18,880,648
Restricted Share Units	4,700,000
Warrants	152,024,179
Total Fully Diluted Share Capital	428,798,130

As at the date of this MD&A, the Company has the following securities issued and outstanding on a fully diluted basis, expressed as the number of Common Shares issuable upon conversion or exercise, as applicable, of such securities:

Designation of Securities	Number of Underlying Common Shares
Common Shares	255,567,887
Options	18,880,648
Restricted Share Units	4,700,000
Warrants	152,024,179
Total Fully Diluted Share Capital	431,172,714

Subsequent Events

The Company has evaluated subsequent events through November 29, 2023.

Disclosure of Internal Controls over Financial Reporting

Management has established processes to provide them sufficient knowledge to support representations that they have exercised reasonable diligence that (i) the Q3 2023 Financial Statements do not contain any untrue statement of material fact, or omit to state a material fact required to be stated, or that is necessary to make a statement not misleading in light of the circumstances under which it is made, as of the date of and for the periods presented in the Q3 2023 Financial Statements; and (ii) the Company's Q3 2023 Financial Statements fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date of and for the periods presented. In contrast to non-venture issuers, this MD&A does not include representations relating to the establishment and maintenance of Disclosure Controls and Procedures ("DC&P") and Internal Control over Financial Reporting ("ICFR"). In particular, management is not making any representations relating to the establishment and maintenance of: controls and procedures designed to provide reasonable assurance that information required to be disclosed by the Company in its filings or other reports or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Investors should be aware that inherent limitations on the ability of management of the Company to design and implement on a cost-effective basis DC&P and ICFR may result in additional risks to the quality, reliability, transparency and timeliness of filings and other reports provided under securities legislation.

COVID-19 Strategy

During the pandemic, the Company was able to maintain operations and expand delivery services to customers located in Oakland, San Jose and the Greater East Bay and Peninsula areas and increase curbside pick-up and/or drive-thru options at its retail locations to provide additional fulfilment models that are safe and efficient for employees and customers. Management has not observed any material indicators of impairment to assets or a significant change in the fair value of assets due to the COVID-19 pandemic. While the Company has not experienced any material failure to secure critical supplies or services, future disruptions in its supply chain are possible and may significantly increase cost. The Company is re-assessing its response to the COVID-19 pandemic on an ongoing basis. Due to the rapid developments and uncertainty surrounding COVID-19, it is not possible to predict the impact of these developments on all aspects of the business.

Risk Factors

The Company's results of operations, business prospects, financial position and achievement of strategic plans are subject to a number of risks and uncertainties and are affected by a number of factors which could have a material adverse effect on the Company's business, financial condition, or future prospects. These risks should be considered when evaluating an investment in the Company and may, among other things, cause a decline in the price of the shares. Refer to the Company's most recent Annual Information Form, filed on SEDAR at www.sedar.com, for information on risk factors to which the Company is subject. In addition, see "Cautionary Note Regarding Forward-Looking Information" above.

Mandated Disclosure for Canadian Companies with U.S. Marijuana-Related Assets

On February 8, 2018, the CSA published the Staff Notice, which provides specific disclosure expectations for issuers that currently have, or are in the process of developing, cannabis-related activities in the U.S. as permitted within a particular state's regulatory framework. All issuers with U.S. cannabis-related activities are expected to clearly and prominently disclose certain prescribed information in required disclosure documents. Additional disclosure is required to the extent a reporting issuer is deemed to be directly or indirectly engaged in the U.S. cannabis industry, or deemed to have "ancillary industry involvement", all as further described in the Staff Notice.

Currently, the Company's involvement in the U.S. cannabis industry is "direct" through its operations from Harborside-branded retail dispensaries in Oakland, San Jose, San Leandro, San Francisco and Desert Hot Springs, California, the Terpene Station Dispensary in Oregon, the Salinas Production Campus, the Greenfield Campus, the Urbn Leaf-branded retail dispensaries in San Diego, San Ysidro, La Mesa, Vista, Grover Beach, San Jose and West Hollywood, California, and the distribution centers in San Jose and Los Angeles, California. Disclosures for issuers with "direct" involvement include, but are not limited to: (i) a description of the nature of a reporting issuer's involvement in the U.S. cannabis industry; (ii) an explanation that marijuana is illegal under U.S. federal law and that the U.S. enforcement approach is subject to change; (iii) a discussion of available guidance from federal authorities or prosecutors regarding the risk of enforcement action in any jurisdiction where the issuer conducts U.S. marijuana-related activities; (iv) a discussion of related risks, such as the risk that third-party service providers could suspend or withdraw services and the risk that regulatory bodies could impose certain restrictions on the issuer's ability to operate in the U.S.; (v) a discussion of the reporting issuer's ability to access public and private capital, including which financing options are and are not available to support continuing operations; (vi) statement about whether and how the reporting issuer's U.S. marijuana-related activities are conducted in a manner consistent with U.S. federal enforcement priorities, including whether legal advice has been obtained regarding (A) compliance with applicable state regulatory frameworks and (B) potential exposure and implications arising from U.S. federal law; (vii) a quantification of the issuer's balance sheet and operating statement exposure to U.S. marijuana related activities; (viii) a summary of the regulations for the U.S. states in which the issuer operates; (ix) an explanation of how the issuer complies with applicable licensing requirements and regulations in those states; (x) a discussion of the issuer's program for monitoring ongoing compliance with cannabis laws in those states and the issuer's internal compliance procedures; (xi) a positive statement indicating that the issuer is in compliance with applicable licensing requirements and regulations in those states; and (xii) a discussion of any non-compliance, citations or notices of violation which may have an impact on the issuer's license, business activities or operations.

As a result of the Company's operations, the Company is therefore subject to the requirements of the Staff Notice and accordingly provides the following disclosure:

(i) *Nature of StateHouse's direct involvement in the U.S. cannabis industry*

The Company operates in and/or has ownership interests in California and Oregon, pursuant to state and local law and regulations. StateHouse's retail dispensaries serve both adult-use and medical cannabis customers. Harborside-branded retail dispensaries in California are located in Oakland, San Jose, San Leandro, San Francisco and Desert Hot Springs. StateHouse also owns a dispensary located in Eugene, Oregon which operates under the Terpene Station brand. The Company holds a 21% ownership interest in FGW, which operates the Haight Ashbury Dispensary. Pursuant to the terms of the Subsequent FGW Agreement and conversion of the FGW Note, StateHouse's ownership interest in FGW is expected to increase to 80%. Following the closing of the Urbn Leaf Acquisition, the Company holds a 100% ownership interest in Urbn Leaf, a company that operates retail dispensaries in San Diego, San Ysidro, La Mesa, Grossmont, Vista, Grover Beach, Seaside, San Jose and West Hollywood. The Company's retail dispensaries have over 15 continuous years of operating history.

StateHouse owns and operates the Salinas Production Campus in Salinas, California, which enables the Company to produce a wide array of cannabis products that can be offered at varying price points, meeting the ever diverse and changing habits of customers and other dispensaries, manufacturers, and distributors. Following the closing of the Loudpack Acquisition, the Company also owns the Greenfield Production Campus, one of the largest cannabis manufacturing facilities in the state of California, which focuses primarily on the creation, production and distribution of brands that are sold and shipped to Retailers throughout the state of California including the Company's own stores.

The Company owns a number of different cannabis brands that it sells through wholesale and retail markets including "Fuzzies", "Loudpack", "King Pen", "King Roll", "Dime Bag", "Harborside", "Harborside Farms", "Key", "Terpene Station", "Sublime", and "Urbn Leaf". In addition, the Company exclusively licenses the "Smokiez" brand in California.

(ii) *Cannabis is still illegal under U.S. federal law*

While cannabis containing greater than 0.3% THC by volume ("marijuana") and cannabis-infused products are legal under the laws of several U.S. states (with vastly differing restrictions), presently the concept of "medical", "retail" or "adult-use" cannabis does not exist under U.S. federal law, which deems all cannabis (other than industrial hemp) federally unlawful. The U.S. Federal Controlled Substances Act (the "FCSA") classifies marijuana as a Schedule I drug, making enforcement of federal marijuana prohibition a significant risk. Under U.S. federal law, a Schedule I drug or substance has a high potential for abuse, no accepted medical use and a lack of safety for the use of the drug under medical supervision.

As such, cannabis-related practices, or activities, including without limitation, the manufacture, importation, possession, use or distribution of cannabis are illegal under U.S. federal law.

The U.S. Supreme Court has ruled in a number of cases that the federal government does not violate the federal constitution by regulating and criminalizing cannabis, even for medical purposes. Therefore, federal laws criminalizing the commercialization and use of cannabis preempt state laws that legalize its use for medicinal purposes by patients and discretionary purposes by adults, and regulate the commercial production, distribution and sale of cannabis. To the Company's knowledge there are a total of 38 states, plus the District of Columbia, Puerto Rico, U.S. Virgin Islands, Guam and the Northern Mariana Islands that have legalized or decriminalized cannabis in some form (including hemp). Notwithstanding the permissive regulatory environment of cannabis at the state level, cannabis and THC continue to be categorized as controlled substances under the FCSA and as such, the production, distribution and sale of cannabis violates federal law in the United States.

(iii) *Available guidance made by federal authorities or prosecutors regarding the risk of enforcement action in the jurisdictions where StateHouse operates*

The U.S. Department of Justice (the "DOJ") has issued official guidance regarding cannabis enforcement in 2009, 2011, 2013, 2014 and 2018 in response to state laws that legalize medical and adult-use cannabis. In each instance, the DOJ has stated that it is committed to the enforcement of federal laws and regulations related to cannabis. However, the DOJ has also recognized that its investigative and prosecutorial resources are limited. As of January 4, 2018, the DOJ has rescinded all federal enforcement guidance specific to cannabis (including the Cole Memo, discussed below) and has instead directed that federal prosecutors should follow the "Principles of Federal Prosecution" originally set forth in 1980 and subsequently refined over time in chapter 9-27.000 of the U.S. Attorney's Manual. This direction has created broader discretion for federal prosecutors to potentially prosecute state-legal medical and adult-use cannabis businesses, even if they are not engaged in cannabis-related conduct enumerated by the Cole Memo.

Prior to 2018 and per the Cole Memo issued on August 29, 2013, the DOJ acknowledged that certain U.S. states had enacted laws relating to the use of cannabis and outlined the U.S. federal government's enforcement priorities with respect to cannabis notwithstanding the fact that certain states have legalized or decriminalized the use, sale, and manufacture of cannabis. The Cole Memo was addressed to "All United States Attorneys" from James M. Cole, former Deputy Attorney General of the U.S., indicating that federal enforcement of the applicable federal laws against cannabis-related conduct should be focused on eight priorities, which are to prevent:

1. Distribution of cannabis to minors;
2. Criminal enterprises, gangs, and cartels from receiving revenue from the sale of cannabis;
3. Transfer of cannabis from states where it is legal to states where it is illegal;
4. Cannabis activity from being a pretext for trafficking of other illegal drugs or illegal activity;
5. Violence or use of firearms in cannabis cultivation and distribution;
6. Drugged driving and adverse public health consequences from cannabis use;
7. Growth of cannabis on federal lands; and
8. Cannabis possession or use on federal property.

In particular, the Cole Memo noted that in jurisdictions that have enacted laws legalizing cannabis in some form and that have also implemented strong and effective regulatory and enforcement systems to control the cultivation, distribution, sale and possession of cannabis, conduct in compliance with those laws and regulations is less likely to be a priority at the federal level. Notably, however, the DOJ did not provide specific guidelines for what regulatory and enforcement systems it deemed sufficient under the Cole Memo standard.

On November 14, 2017, Jeff Sessions, then the U.S. Attorney General, made a comment before the House Judiciary Committee about prosecutorial forbearance regarding state-licensed cannabis businesses. In his statement, Mr. Sessions stated that in accordance to the U.S. federal government's current policy, while states may legalize cannabis for its law enforcement purposes, it remains illegal with regard to federal purposes.

On January 4, 2018, the Cole Memo was rescinded by a one-page memo signed by Mr. Sessions (the "Sessions Memo"). It is the Company's opinion that the Sessions Memo did not represent a significant policy shift as it does not alter the DOJ's discretion or ability to enforce federal cannabis laws, but rather provides additional latitude to the DOJ to potentially prosecute state-legal cannabis businesses even if they are not engaged in cannabis-related conduct enumerated by the Cole Memo as being an enforcement priority. The result of the rescission of the Cole Memo is that federal prosecutors are now free to utilize their prosecutorial discretion to decide whether to prosecute cannabis activities despite the existence of state-

level laws that may be inconsistent with federal prohibitions; however, discretion is still given to the federal prosecutor to weigh all relevant considerations of a crime, including the deterrent effect of criminal prosecution, and the cumulative impact of particular crimes on the community. No direction was given to the federal prosecutors as to the priority they should ascribe to such activities, and resultantly it is uncertain how active federal prosecutors will be in relation to such activities.

Furthermore, the Sessions Memo did not discuss the treatment of medical cannabis by federal prosecutors. Medical cannabis was protected against enforcement by enacted legislation from U.S. Congress in the form of the Rohrabacher-Blumenauer Amendment (as defined herein) which similarly prevents federal prosecutors from using federal funds to impede the implementation of medical cannabis laws enacted at the state level, subject to Congress restoring such funding (see “*U.S. Federal Budget Rider Protections*,” below). Due to the ambiguity of the Sessions Memo in relation to medical cannabis, there can be no assurance that the federal government will not seek to prosecute cases involving cannabis businesses that are otherwise compliant with state law (see “*Risk Factors*”).

As a result of the Sessions Memo, federal prosecutors may use their prosecutorial discretion to decide whether to prosecute cannabis activities despite the existence of state-level laws permitting such activity. No direction was given to federal prosecutors in the Sessions Memo as to the priority they should ascribe to such cannabis activities, and resultantly it is uncertain how active federal prosecutors will be in relation to such activities. Furthermore, the Sessions Memo did not discuss the treatment of medical cannabis by federal prosecutors. Under the Rohrabacher-Farr Amendment, federal prosecutors are prohibited from expending federal funds against medical cannabis activities that are in compliance with state law. Dozens of U.S. Attorneys across the country have affirmed that their view of federal enforcement priorities has not changed. In Washington, Annette Hayes, U.S. Attorney for the Western District of Washington, released a statement affirming that her office will continue to investigate and prosecute “cases involving organized crime, violent and gun threats, and financial crimes related to marijuana” and that “enforcement efforts with our federal, state, local and tribal partners focus on those who pose the greatest safety risk to the people and communities we serve.” However, in California, at least one U.S. Attorney has made comments indicating a desire to enforce the FCSA: Adam Braverman, Interim U.S. Attorney for the Southern District of California, has been viewed as a potential “enforcement hawk” after stating that the rescission of the 2013 Cole Memo “returns trust and local control to federal prosecutors” to enforce the FCSA. Additionally, Greg Scott, the Interim U.S. Attorney for the Eastern District of California, has a history of prosecuting medical cannabis activity: his office published a statement that cannabis remains illegal under federal law, and that his office would “evaluate violations of those laws in accordance with our district’s federal law enforcement priorities and resources”. U.S. Attorney General Jeff Sessions resigned on November 7, 2018.

Even though the Cole Memo has been rescinded, the Company will continue to abide by its principles and prescriptions, as well as strictly following the regulations set forth by the current U.S. federal enforcement guidelines and the U.S. states in which the retail cannabis dispensaries operate.

The Strengthening the Tenth Amendment Through Entrusting States (STATES) Act, S. 3032 (2018), which would have protected individuals working in cannabis sectors from federal prosecution, was introduced in June 2018 through bipartisan efforts initiated by then Senator Cory Gardner together with Massachusetts U.S. Senator Elizabeth Warren. Senator Warren won re-election during the 2018 mid-term elections, which suggests she will support the change to federal law regarding cannabis. In addition, constituents of the State of Michigan voted to legalize recreational cannabis, making Michigan the first state in the Midwest U.S. to do so and the 10th in the U.S. overall, demonstrating growing sentiment among Americans towards legalization. Voters in the states of Missouri and Utah also approved ballot measures legalizing cannabis for medical use, making their states the 31st and 32nd to do so.

On December 20, 2018, the 2018 Farm Bill was signed by President Trump, and it permanently removed hemp and hemp derivatives (including CBD and other cannabinoids) from the purview of the FCSA.

William Barr was appointed as the U.S. Attorney General on February 14, 2019. In an April 10, 2019 Senate Appropriations Subcommittee meeting to discuss the Justice Department’s 2020 budget, in response to a question about his position on the proposed STATES Act, Attorney General Barr stated: “Personally, I would still favor one uniform federal rule against marijuana,” “But if there is not sufficient consensus to obtain that then I think the way to go is to permit a more federal approach so states can, you know, make their own decisions within the framework of the federal law. So we’re not just ignoring the enforcement of federal law.” The STATES Act, if it were to pass, would allow states to determine their own approaches to marijuana. Attorney General Barr said the legislation is still being reviewed by his office but that he would “much rather . . . the approach taken by the STATES Act than where we currently are.” It is unclear what impact this development will have on U.S. federal government enforcement policy. The inconsistency between

federal and state laws and regulations is a major risk factor. The newly nominated Attorney General, Merrick Garland, has views that are unclear on this topic. Refer to the discussion under the heading “Mandated Disclosure for Canadian Companies with U.S. Marijuana-Related Assets”.

On September 23, 2019, Attorneys General of 21 states sent another letter to congressional leaders, voicing support for a bipartisan bill that would shield state-legal cannabis programs from federal interference. The letter emphasized that the STATES Act would enable cannabis businesses to access financial services, increasing transparency and mitigating risks associated with operating on a largely cash-only basis. This letter, led by Attorney General Karl Racine of the District of Columbia, was jointly signed by Attorneys General from Alaska, California, Colorado, Connecticut, Illinois, Iowa, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, New Mexico, New York, Nevada, Oregon, Pennsylvania, Rhode Island, Vermont, and Washington State.

On November 21, 2019, the House Judiciary Committee voted 24 to 10 in favor of passing the Marijuana Opportunity Reinvestment and Expungement (MORE) Act of 2019. The bill would effectively put an end to cannabis prohibition in the U.S. on the federal level by removing it from Schedule 1 of the FCSA, and past federal cannabis convictions would be expunged. Additionally, if fully passed, the law would allow the Small Business Administration to issue loans and grants to cannabis-related businesses and provide a green light for physicians in the Veterans Affairs system to prescribe medical cannabis to patients, as long as they abide by state-specific laws.

On November 3, 2020, the U.S. held its 2020 presidential election, and adult-use cannabis legalization was approved via ballot measures in four additional states: Arizona, Montana, South Dakota and New Jersey. Additionally, medical cannabis was legalized via ballot measures in Mississippi and South Dakota, which became the first state to legalize medical and recreational cannabis simultaneously. In total, 15 states and Washington, DC have legalized cannabis for adult-use over the age of 21, while 36 states have legalized cannabis for medical use.

On November 4, 2020, the House passed the MORE Act, the first time that either Congressional house voted to de-schedule cannabis from the FCSA and thus decriminalize manufacturing, distribution, and possession. However, the Senate did not act before the end of the 2020 session.

On January 20, 2021, Joseph R. Biden was sworn in as the 46th President of the U.S, having announced a goal during his campaign to decriminalize cannabis possession federally; Democrats maintained their House majority and achieved control of the Senate. On March 10, 2021, House Democrats voted 220 to 211 in favor of passing the American Rescue Plan (ARP) Act, a \$1.9 trillion coronavirus relief package, which is among the largest economic stimulus packages in U.S. history. The ARP Act was signed by President Biden on March 11, 2021.

In March 2021, New York became the 16th state to legalize adult-use cannabis, both doing so through legislative action. In the same month, Senate Majority Leader Chuck Schumer of New York, and Senators Ron Wyden (OR) and Cory Booker (NJ) met with cannabis industry advocates including the National Cannabis Industry Association and the Minority Cannabis Business Association to announce their intention to introduce legislation in the U.S. Senate that would legalize, tax and regulate commercial cannabis activity at the federal level. While President Biden has supported decriminalization of possession and has not expressed support for de-scheduling cannabis, Vice President Harris was one of the original sponsors of the MORE Act while she was still serving in the U.S. Senate, and has publicly stated her support for cannabis de-scheduling. Senate Majority Leader Schumer has indicated the Senate leadership’s willingness to champion full cannabis legalization even without the support of President Biden. However, the legislation has not yet been introduced, and its passage is not assured, notwithstanding Democratic control of the federal executive and legislature. Accordingly, such statements of support for de-scheduling do not materially affect the likelihood of federal enforcement of current cannabis laws against the Company or any other state-licensed cannabis enterprise.

While newly appointed U.S. Attorney General Merrick Garland had previously commented that he would deprioritize enforcement of low-level cannabis crimes such as possession, and that federal reforms are closely tied to the larger issue of social justice for minorities, Attorney General Garland has yet to offer further clarity on how he will enforce federal law or how to deal with states that have legalized medical or recreational cannabis. While bipartisan support is gaining traction on decriminalization and reform, there is no imminent timeline on any potential legislation. There is no guarantee that the Biden Presidential administration will not change its stated policy regarding the low-priority enforcement of U.S. federal laws that conflict with state laws.

On April 1, 2021, the House passed the latest iteration of the MORE Act.

On October 6, 2022, President Biden announced a proposed blanket pardon for people convicted of federal marijuana possession offences and asked state governors to do the same. In addition, he instructed Attorney General Merrick Garland and Secretary of Health and Human Services Xavier Becerra to review the classification schedule of marijuana, which could result in removal of cannabis from Schedule I of the FCSA.

Any increase in the U.S. federal government’s enforcement of current U.S. federal law could cause adverse financial impact and remain a significant risk to the Company’s business, which could in turn have an impact on the Company’s operations or financial results. A change in its enforcement policies could impact the ability of the Company to continue as a going concern (see “Risk Factors”).

U.S. Federal Budget Rider Protection

The U.S. Congress has passed appropriations bills (at various times, the “Rohrabacher-Farr Amendment,” the “Leahy Amendment” and the “Joyce Amendment,” hereinafter the “Budget Rider Protections”) each of the last several years to prevent the federal executive branch (and specifically the DOJ) from using congressionally appropriated funds to enforce the FCSA against regulated medical cannabis businesses operating in compliance with state and local laws, which effectively allows states to implement their own laws that authorize the use, distribution, possession, or cultivation of medical cannabis. The Budget Rider Protections were first introduced in 2014 and have been reaffirmed annually since then as an amendment to omnibus appropriations bills, which by their nature expire at the end of a fiscal year or other defined term. On September 30, 2021, the amendment was renewed through the signing of a stopgap spending bill, effective through December 3, 2021. It should be noted that this amendment does not apply to adult-use cannabis.

U.S. courts have construed these appropriations bills to prevent the federal government from prosecuting individuals when those individuals comply with applicable state law. However, because this conduct continues to violate U.S. federal law, U.S. courts have observed that should Congress at any time choose to appropriate funds to fully prosecute the FCSA, any individual or business – even those that have fully complied with applicable state law – could be prosecuted for violations of U.S. federal law. Therefore, until Congress amends the FCSA regarding cannabis, enforcement of U.S. federal law remains a significant risk. Any increase in the U.S. federal government’s enforcement of current U.S. federal law could cause adverse financial impact and remain a significant risk to the Company’s business, which could in turn have an impact on the Company’s operations or financial results. A change in its enforcement policies could impact the ability of the Company to continue as a going concern.

Other statements made by U.S. federal authorities or prosecutors

In February 2018, former U.S. Attorney Billy Williams told a gathering that included Oregon Governor Kate Brown, law enforcement officials and representatives of the cannabis industry that Oregon has an “identifiable and formidable overproduction and diversion problem.” In May 2018, Attorney Williams issued a memorandum spelling out five U.S. federal enforcement priorities for illegal cannabis operations that violate U.S. federal laws, with the first priority to crack down on the leakage of surplus cannabis into bordering states where cannabis is still illegal. The memo also stated that U.S. federal prosecutors will also target keeping cannabis out of the hands of minors, any crimes that involve violence or firearm violations or organized crime, and cultivation that threatens to damage U.S. federal lands through improper pesticide and water usage.

To the knowledge of the Company’s management, there have not been any additional statements or guidance made by U.S. federal authorities or prosecutors regarding the risk of enforcement action in California or Oregon, the state jurisdictions within which StateHouse operates.

- (iv) *Related risks, including disruption of third-party provided services and the imposition of certain restrictions by regulatory bodies on StateHouse’s ability to operate in the U.S.*

Asset forfeiture risk

As the cannabis industry remains illegal under U.S. federal law, any property owned by participants in the cannabis industry which is used in the course of conducting such business, or the proceeds of such business could be subject to seizure by law enforcement and subsequent civil asset forfeiture. Even if the owner of the property were never charged with a crime, the property in question could still be seized and subject to an administrative proceeding by which, with minimal due process, it could be subject to forfeiture.

Unfavorable tax treatment of cannabis businesses

Under IRC §280E of the U.S. Tax Code, no deduction or credit shall be allowed for any amount paid or incurred during the taxable year in carrying on any trade or business if such trade or business (or the activities which comprise such trade or business) consists of trafficking in controlled substances (within the meaning of Schedule I and II of the FCSA) which are prohibited by federal law or the law of any state in which such trade or business is conducted. This provision has been applied by the IRS to cannabis operations, prohibiting them from deducting expenses directly associated with the sale of cannabis. IRC §280E therefore has a significant impact on the Company's retail sale of cannabis. A result of IRC §280E is that an otherwise profitable business may, in fact, operate at a loss, after taking into account its U.S. income tax expenses.

Limited trademark protections

Due to the current illegality of cannabis sale or distribution under U.S. federal law, the Company is not able to register any U.S. federal trademarks for its cannabis products. Because producing, manufacturing, processing, possessing, distributing, selling, and using cannabis is a crime under the FCSA, the U.S. Patent and Trademark Office will not permit the registration of any trademark that identifies cannabis products. As a result, the Company likely will be unable to protect its cannabis product trademarks beyond the U.S. states in which it conducts business. The use of its trademarks outside the states in which it operates by one or more other persons could have a material adverse effect on the value of such trademarks, and growth of the Company's business into other states may be adversely impacted by the Company's inability to pursue U.S. federal trademark registration.

Reliance on third-party service providers

Third-party service providers to the Company may withdraw or suspend their services to the Company under threat of criminal prosecution. Since under U.S. federal law the possession, cultivation, and transfer of cannabis and any related drug paraphernalia is illegal, companies that provide goods and/or services to companies engaged in cannabis-related activities may, under threat of federal civil and/or criminal prosecution, suspend or withdraw their services.

Customs and Border Protection

Foreign investors in the Company and the Company's non-U.S. citizen directors, officers and employees may be subject to travel and entry bans into the U.S. by Customs and Border Protection ("CBP"). Media articles in 2018 reported that certain Canadian citizens had been rejected for entry into the U.S. due to their involvement in the cannabis sector.

The majority of persons traveling across the Canadian and U.S. border do so without incident, whereas some persons are simply barred entry one time. The U.S. Department of State and the Department of Homeland Security have indicated that the U.S. has not changed its admission requirements in response to the legalization in Canada of recreational cannabis, but anecdotal evidence indicates that the U.S. may be increasing its scrutiny of travelers and their cannabis related involvement.

Admissibility to the U.S. may be denied to any person working or "having involvement in" the cannabis industry, according to CBP. Inadmissibility in the U.S. implies a lifetime ban for entry as such designation is not lifted unless an individual applies for and obtains a waiver. Note that while the CBP previously publicized the foregoing policy on its website during the Trump Administration, the agency appears to have archived the webpage.

(v) Ability to access public and private capital, and available financing options to support continuing operations

U.S. federal anti-money laundering laws prohibit the deposit of returns from "specified unlawful activities" (including cannabis sales) into federally and state-chartered banks. The Company is subject to a variety of laws and regulations domestically and in the U.S. that involve money laundering, financial recordkeeping and proceeds of crime, including the Bank Secrecy Act, as amended by Title III of the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001 (USA PATRIOT Act), Sections 1956 and 1957 of U.S.C. Title 18 (the Money Laundering Control Act), the *Proceeds of Crime (Money Laundering) and Terrorist Financing Act* (Canada), as amended and the rules and regulations thereunder, the *Criminal Code* (Canada) and any related or similar rules, regulations or guidelines, issued, administered or enforced by governmental authorities in the U.S. and Canada.

The SAFE Banking Act was passed by the U.S. House of Representatives on September 25, 2019, and reintroduced in the House and Senate in March 2021. The SAFE Banking Act generally prohibits a federal banking regulator from penalizing

a depository institution under federal money-laundering laws for providing banking services to a legitimate cannabis-related business. Specifically, the SAFE Banking Act prohibits a federal banking regulator from (i) terminating or limiting the deposit insurance or share insurance of a depository institution solely because the institution provides financial services to a legitimate cannabis-related business; (ii) prohibiting or otherwise discouraging a depository institution from offering financial services to such a business; (iii) recommending, incentivizing, or encouraging a depository institution not to offer financial services to an account holder solely because the account holder is affiliated with such a business; (iv) taking any adverse or corrective supervisory action on a loan made to a person solely because the person either owns such a business or owns real estate or equipment leased or sold to such a business; or (v) penalizing a depository institution for engaging in a financial service for such a business.

As specified by the bill, a depository institution or a Federal Reserve bank shall not, under federal law, be liable or subject to forfeiture for providing a loan or other financial services to a legitimate cannabis-related business.

Notwithstanding that a majority of states have legalized medical cannabis, and the U.S. House's passage of the SAFE Banking Act, the SAFE Banking Act has not been enacted into law, and there has been no change in U.S. federal banking laws related to the deposit and holding of funds derived from activities related to the cannabis industry. Given that the U.S. federal government maintains sole jurisdiction over federally chartered banks and financial institutions, and that federal law provides that the production and possession of cannabis is illegal under the FCSA, federally chartered banks cannot accept funds for deposit from businesses involved with the cannabis industry. To date, fewer than 800 banks and credit unions in the U.S. offer financial services to the cannabis industry.

- (vi) *StateHouse's U.S. marijuana-related activities are conducted in a manner consistent with U.S. federal enforcement priorities, with legal advice regarding (a) compliance with applicable state regulatory frameworks and (b) potential exposure and implications arising from U.S. federal law*

As discussed above, and notwithstanding the rescission of the Cole Memo, StateHouse continues to conduct its operations in compliance with the DOJ's most recent expression of U.S. federal enforcement priorities as set forth in the Cole Memo, which in turn presumes compliance with applicable state cannabis laws and regulations as an underlying premise for non-enforcement. In addition to employing in-house legal counsel, StateHouse utilizes outside legal counsel to advise the Company on compliance with applicable state regulatory frameworks in the states where its retail dispensaries and production facilities conduct operations, as well as potential exposure and implications arising from developments in U.S. federal law. See the discussion further below for additional detail on how StateHouse conducts its operations in full compliance with applicable local and state cannabis laws and regulations in Oregon and California.

- (vii) *StateHouse's balance sheet and operating statement exposure to U.S. marijuana related activities*

The following represents the approximate portion of certain assets on StateHouse's unaudited condensed interim consolidated statements of financial position that pertain to U.S. cannabis activities as at September 30, 2023:

Statements of Financial Position Line Items	Percentage (%) which related to holdings with U.S cannabis-related activities
Cash	98%
Restricted cash	100%
Accounts receivable, net	98%
Inventories	100%
Biological assets	100%
Prepaid expenses	74%
Other current assets	100%
Intercompany receivable	0%
Notes receivable	68%
Assets held for sale	100%
Property, plant and equipment, net	100%
Right-of-use assets	100%
Deposits and other assets	100%
Due from other entities	100%
Intangible assets	100%

The following represents the approximate operating exposure on StateHouse’s unaudited condensed interim consolidated statements of income (loss) and comprehensive income (loss) that pertain to U.S. cannabis activities for nine months ended September 30, 2023:

Statements of Financial Position Line Items	Percentage (%) which related to holdings with U.S cannabis-related activities
Accounts payable and accrued liabilities	94%
Notes payable - current	100%
Excise, cultivation and property tax liabilities - current	100%
Lease liabilities - current	100%
Liabilities associated with assets held for sale	100%
Income taxes payable	100%
Provisions - current	0%
Notes payable, net	0%
Term loan, net	40%
Provisions	100%
Excise, cultivation and property tax liabilities	100%
Derivative liabilities	0%
Deferred tax liability	100%
Lease liabilities	100%

Summary of applicable state regulations in California and Oregon

Regulations differ significantly amongst U.S. states. Some states only permit the cultivation, processing and distribution of medical cannabis and cannabis-infused products. Some others also permit the cultivation, processing, and distribution of cannabis and cannabis-infused products for adult use purposes. The following sections present an overview of state-level regulatory conditions for the cannabis industry in which the Company’s retail dispensaries have an operating presence:

California

California passed the first medical cannabis law in the U.S., the California Compassionate Use Act (“CUA”), through Proposition 215 in 1996. The CUA created a legal defense to criminal prosecution for the use, possession, and cultivation of cannabis by patients with a valid physician’s recommendation.

California then adopted Medical Marijuana Program Act (*aka* Senate Bill 420) in 2003, establishing not-for-profit medical cannabis patient collectives and retail dispensaries, a limited immunity from arrest for medical cannabis patients and collectives, and a voluntary patient ID card system.

In September of 2015, the California state legislature (the “Legislature”) passed three bills collectively known as the “Medical Cannabis Regulation and Safety Act” (“MCRSA”). MCRSA established a licensing and regulatory framework for medical cannabis businesses in California (which is still reflected in the successor laws discussed below) and permitted the formation and operation of for-profit cannabis businesses for the first time. The licensing system features multiple license types for storefront and delivery retailers, extraction facilities, infused products manufacturers, cultivation facilities, testing laboratories, transportation companies, and distributors. Extraction facilities require either a volatile solvent or non-volatile solvent manufacturing license, depending on their specific extraction methodology. Multiple agencies oversee different aspects of the program and businesses require both a state license and local approval to operate.

On November 8, 2016, California residents voted to approve the “Control, Regulate and Tax Adult Use of Marijuana Act” (“AUMA”) to tax and regulate cannabis for all adults 21 years of age and older.

On June 27, 2017, the Legislature passed state Senate Bill No. 94, also known as the “Medicinal and Adult-Use Cannabis Regulation and Safety Act” (“MAUCRSA”), which amalgamated the MCRSA and AUMA frameworks to provide a single uniform statute governing both medical and adult-use cannabis businesses, and authorizing the adoption of regulations, a licensing regime, and state taxes for cannabis businesses in the state. On November 16, 2017, the state introduced initial “emergency” regulations proposed by the BCC (within the California Department of Consumer Affairs), the Manufactured Cannabis Safety Branch (within the California Department of Public Health (“MCSB”)) and CalCannabis (within the California Department of Food and Agriculture (“CalCannabis,”) and together with the BCC and MCSB, the “Licensing Agencies”), which were ultimately adopted. The regulations built on MCRSA and AUMA and reinforced compliance with local laws as a prerequisite to compliance with the state regulations. On January 1, 2018, the new state regulations took effect, and the first legal adult-use cannabis businesses opened in California.

In 2020, Governor Newsom proposed to simplify the regulatory structure by merging the Licensing Agencies into a single, new state department, the Department of Cannabis Control (“DCC”). Effective July 12, 2021, all licensed cannabis businesses in California are regulated by the DCC.

MAUCRSA requires anyone engaged in “commercial cannabis activity”, which includes the cultivation, possession, manufacture, distribution, processing, storing, laboratory testing, packaging, labeling, transportation, delivery, or sale of cannabis and cannabis products, to be licensed (on an annual basis) to perform such activity. To legally operate a medical or adult-use cannabis business in California, cannabis operators must obtain both a state license and local approval. Local authorization is a prerequisite to obtaining the state license, and local governments are permitted to prohibit or otherwise regulate the types and number of cannabis businesses allowed in their locality. The state license approval process is not competitive and there is no limit on the number of state licenses an entity may hold. Vertical integration across multiple license types is allowed under MAUCRSA, although testing laboratory licensees may not hold any licenses other than a laboratory license.

In response to the spread of COVID-19, on March 19, 2020, Governor Newsom issued Executive Order N-33-20 directing all residents immediately to stay home and remain sheltered, except as needed to maintain continuity of operations of essential critical infrastructure sectors and additional sectors as the State Public Health Officer (the “SPHO”) may designate as critical to protect the health and well-being of all Californians. In accordance with this order, the SPHO designated a list of Essential Critical Infrastructure Workers, which included cannabis workers. In addition, cannabis operations were also deemed essential and encouraged to remain open under the various shelter-in-place orders issued by the applicable local county health officers.

Oregon

In 1998, Oregon voters passed a limited non-commercial patient/caregiver medical cannabis law with an inclusive set of qualifying conditions. In 2013, Oregon enacted House Bill 3460 to create a regulatory structure for existing unlicensed medical cannabis storefront dispensaries. On June 30, 2015, Oregon enacted House Bill 3400, which improved on the existing regulatory structure for medical cannabis businesses and created a licensing process for cultivators and processors. The Oregon Health Authority (“OHA”) is the state agency that licenses and regulates medical cannabis businesses. The medical cannabis regulatory framework is referred to as the Oregon Medical Marijuana Program.

In November of 2014, Oregon voters passed Measure 91, the “Control, Regulation, and Taxation of Marijuana and Industrial Hemp Act,” creating a regulatory and licensing system for adult-use retail cannabis stores and permitting home cultivation of cannabis. The Oregon Liquor and Cannabis Commission (the “OLCC”) licenses and regulates adult-use cannabis businesses. On October 15, 2015, the OLCC published draft recreational cannabis rules, which were adopted on June 29, 2016, as OLCC Division 25 of the Oregon Administrative Rules (“OAR Division 25”). These rules have been updated on a regular basis, due to administrative prerogative and legislative changes. Currently licensed cannabis companies in Oregon are not subject to residency requirements. OAR Division 25 is likely to continue to evolve, subject to OLCC’s review and approval. Local governments may restrict – through reasonable time, place, and manner restrictions – or, under certain conditions, wholly prohibit the establishment of medical dispensaries or processing sites or any adult-use marijuana business within their jurisdiction.

In Oregon, there are six types of commercial cannabis licenses: producer (cultivation), processor (manufacture), wholesaler, retailer (dispensary), laboratory (testing), and research. Extracted oils, edibles, and flower products are permitted. Wholesale and delivery are also permitted.

Until recently, Oregon law did not limit the number of adult-use cannabis business licenses. The passage of SB 218 in 2019 immediately prohibited the issuance of producer licenses for new applications that were submitted after June 15, 2018. SB 218 was repealed on January 2, 2022. Also, in late May 2018, OLCC announced a “moratorium” on the processing of new applications of all license types submitted after June 15, 2018 – purportedly until it fully processes the backlog of applications submitted up to and on June 15, 2018 – although, with the exception of producer applications pursuant to SB 218, it continues to accept new applications. License renewals, changes of ownership of licenses, changes of location, and changes in financial interests in licenses remain unaffected by SB 218 or the moratorium.

Like California licensees, holders of cannabis licenses in Oregon are subject to a detailed regulatory scheme encompassing security, staffing, sales, manufacturing standards, testing, inspections, storage, inventory, advertising and marketing, product packaging and labeling, records and reporting, transportation and delivery, tracking of commercial cannabis activity and movement of cannabis and cannabis products across the supply chain, maintaining adequate controls against the diversion, theft, and loss of cannabis or cannabis products, and more. As with all jurisdictions, the full regulations, as promulgated by each applicable licensing agency, should be consulted for further information about any particular operational area.

Similar to California, Governor Brown also deemed cannabis an essential business in Oregon and has allowed cannabis operators to remain open during the COVID-19 pandemic.

(viii) *How StateHouse complies with applicable licensing requirements and regulations in California and Oregon*

The Company is duly licensed and permitted to cultivate, manufacture, distribute, sell and deliver wholesale and retail cannabis and cannabis products pursuant to state and local laws and regulations. StateHouse files all ownership disclosures, reports, notices and other submissions to the applicable licensing agencies required to maintain its current licenses and permits in good standing, and pays any licensing and permitting fees due in connection therewith.

The Company’s cannabis goods are produced in full compliance with all applicable state laws and regulations. The goods are tested for potency and safety by independent laboratories licensed by the DCC, and all other consumer protection and youth access-prevention laws are adhered to, including but not limited to state packaging, labeling, marketing and advertising laws. All applicable local and state cannabis taxes are paid and remitted to the applicable taxing authorities. In order to satisfy regulations intended to prevent diversion to the illicit market, the Company employs inventory control and reporting systems that document the present location, amount, and a description of all cannabis goods at all StateHouse entities. All cannabis goods are tracked from seed to shelf using METRC technology, and other integrated systems adopted by the Company. Cannabis inventory is regularly manually reconciled against METRC according to the regulations. The Company performs regular monthly manual inventory reconciliations.

Additionally, the Company has undertaken extensive measures to ensure the security of the Company and its facilities, inventory, staff, customers, and community. Each of the Company's licensed facilities has strict access control, thorough camera coverage, and burglar alarms. These controls are supported by on-site security in certain instances.

Finally, the Company employs an in-house compliance team to ensure compliance with all other applicable state and local regulations by individual employees and StateHouse entities, and the Company as a whole. The compliance team's compliance work is discussed in further detail below.

(ix) *StateHouse's program for monitoring ongoing compliance with California and Oregon cannabis laws and Harborside's internal compliance procedures*

The Company's compliance program includes an in-house compliance team dedicated to ensuring compliance with applicable local, U.S. state and federal laws on an ongoing basis. The Company presently employs four individuals on its compliance team and utilizes several additional employees whose job functions include some aspect of compliance. The compliance team is tasked with carrying out various compliance-related tasks, including:

- ongoing review of Company's policies, procedures, and controls to ensure alignment with local and state rules and regulations;
- ongoing training on the Company's policies, procedures and controls, local and state rules and regulations, and the basic elements of the compliance program for all staff (with supplemental trainings tailored for staff with specialized job functions, on an as needed basis);
- monthly internal audits of Company processes and procedures; and,
- facility inspections to ensure compliance with the Company's policies, procedures and controls, and applicable local and state rules and regulations.

The Company's compliance team monitors state and federal law through routine review of regulatory websites, communication with regulatory authorities, and subscription to industry resources that are focused on legal and compliance related issues. As rules or regulations are adopted, the Company's compliance team updates internal policies and procedures, as appropriate, and disseminates written guidance to all StateHouse entities.

The Company may also employ government relations professionals to help monitor the changing landscape of state and local law, while employing external legal counsel that assist in the monitoring, notification, and interpretation of any changes in the jurisdictions in which it operates. Such counsel regularly provides legal advice to the Company on maintaining compliance with state and local laws and regulations and the Company's legal and compliance exposures under U.S. federal law.

(x) *Confirmation that StateHouse is in compliance with applicable licensing requirements and regulations in California and Oregon*

As of the date of this MD&A, StateHouse is in compliance with applicable licensing requirements and regulations in both California and Oregon.

(xi) *Non-compliance, citations, or notices of violation which may have an impact on StateHouse's license, business activities or operations.*

As of the date of this MD&A, the Company has not received any notices of violation, denial or non-compliance from any U.S. state authorities imposing any material restriction and/or fines on StateHouse's operations.

Management's Responsibility for Financial Information

Management is responsible for all information contained in this MD&A. The Company's Q3 2023 Financial Statements have been prepared in accordance with IFRS and include amounts based on management's informed judgments and estimates. The financial and operating information included in this MD&A is consistent with that contained in the Q3 2023 Financial Statements in all material aspects.

Approval

The Company's audit committee (the "Audit Committee") has reviewed the Q3 2023 Financial Statements and this MD&A with management of the Company. At the recommendation of the Audit Committee, the Board has approved the Q3 2023 Financial Statements and the disclosures contained in this MD&A.

November 29, 2023

Edward M. Schmults
CEO and Director