



Aleafia Health

**ALEAFIA HEALTH INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS
For the three and nine months ended December 31, 2022**

Dated February 10, 2023

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MANAGEMENT'S DISCUSSION AND ANALYSIS FOR THREE AND NINE MONTHS ENDED DECEMBER 31, 2022

This Management's Discussion and Analysis ("MD&A") of Aleafia Health Inc. is dated February 10, 2022 and provides an analysis of the financial operating results for the three and nine months ended December 31, 2022. Unless the context otherwise requires, "Aleafia Health" refers to Aleafia Health Inc. and the "Company" refers to Aleafia Health and its affiliates, subsidiaries and associated corporations. This MD&A should be read in conjunction with the Company's unaudited interim condensed consolidated financial statements for the three and nine months ended December 31, 2022 and notes thereto (the "Financial Statements"), which have been prepared in accordance with International Financial Reporting Standards ("IFRS") for consolidated financial statements.

All amounts are in Canadian dollars unless otherwise specified. The MD&A has been prepared by reference to the MD&A disclosure requirements established under National Instrument 51-102 "Continuous Disclosure Obligations" ("**NI 51-102**") of the Canadian Securities Administrators. This MD&A, the consolidated financial statements, and press releases have been filed on SEDAR. Additional information is also available on the Company's website at www.AleafiaHealth.com. The common shares of the Company are traded on the Toronto Stock Exchange ("**TSX**") under the symbol "**AH**" and on the Over the Counter ("**OTCQB**") under the symbol "**ALEAF**". The Company also has two classes of warrants (AH.WT.A), and (AH.WT.B) and three classes of debentures (AH.DB.A, AH.DB.B and AH.DB.C) which trade on the TSX.

COMPANY OVERVIEW

Aleafia Health is a publicly traded corporation continued under the laws of Ontario. Aleafia Health's head and registered office is located at 85 Basaltic Road, Concord, Ontario, and its corporate website is www.AleafiaHealth.com.

The Company is a federally licensed Canadian cannabis company offering cannabis products in Canadian adult-use and medical markets and in select international markets, including Australia and Germany. The Company operates a virtual medical cannabis clinic staffed by physicians and nurse practitioners which provide health and wellness services across Canada.

The Company owns three licensed cannabis production facilities and operates a strategically located distribution centre all in the province of Ontario, including the largest, outdoor cannabis cultivation facility in Canada. The Company produces a diverse portfolio of cannabis and cannabis derivative products including pre-roll, milled, dried flower, vapes, oils, capsules, edibles, sublingual strips, and topicals.

The common shares of the Company commenced trading on the Toronto Stock Exchange ("TSX") (symbol "AH"), on May 27, 2020.

SELECT FINANCIAL HIGHLIGHTS

(\$,000s)	Three months ended				Twelve months ended	
	31-Dec-22	30-Sep-22	30-Jun-22	31-Mar-22	31-Dec-22	31-Dec-21
Financial Highlights						
Branded Cannabis Net Revenue	10,039	9,392	9,953	8,047	37,431	28,722
Wholesale Net Revenue	750	1,184	2,075	-1,008	3,001	7,362
Total Net revenue ⁽¹⁾	10,789	10,576	12,028	7,039	40,432	36,083
Adjusted SG&A	3,835	4,571	4,630	6,720	19,756	33,486
% to total net revenue	36%	43%	38%	95%	49%	93%
Adjusted EBITDA ⁽²⁾⁽³⁾	446	83	(938)	(4,412)	(4,821)	(17,599)
Adjusted EBITDA margin	4%	1%	-8%	-63%	-12%	-49%

1. See "Cautionary Statements Regarding Certain non-IFRS Measures" section for term definition.

2. See "Adjusted EBITDA" section for reconciliation to IFRS equivalent.

3. See "Revenue" section for reconciliation to IFRS equivalent.

Corporate Strategy

The Company sells its products primarily through three core sales channels: adult-use, medical, and international. Together, the adult-use, medical and international sales channels are referred to as our branded cannabis product portfolio.

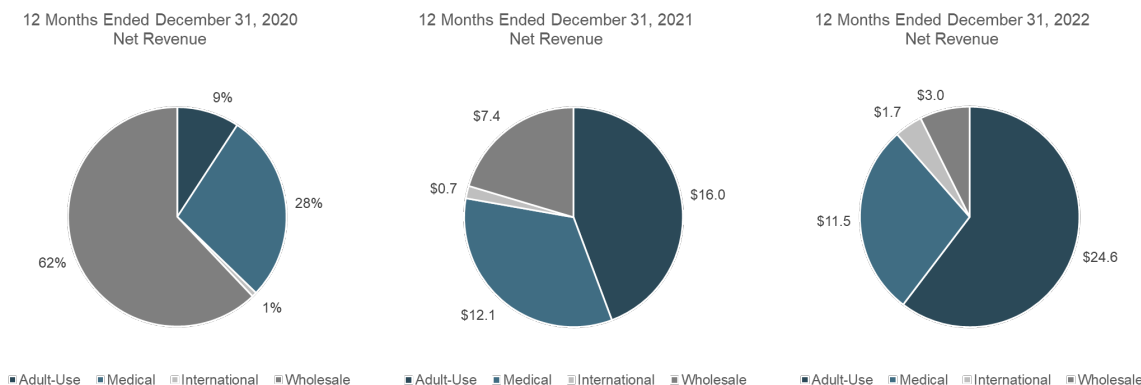
Prior to 2021, the bulk wholesale market was the primary sales channel for the Company where it sold bulk flower, oils, distillate, isolate and other cannabis input materials. With the launch of the Company's adult-use Sunday Market House of Brands in Q1 CY2021, and the improved potency and quality of the Company's outdoor harvest from Port Perry, it is now able to utilize that flower feedstock to support its own branded cannabis products. The Company utilizes its outdoor Port Perry cultivation to supply its pre-roll and milled product offerings and utilizes strategic third-party growers to supply its dried flower product offerings. The Company tactically will sell through the bulk wholesale sales channel where it has excess product or product not suitable for its other sales channels, to maximize net realizable margin from its cultivation sites.

Within the branded cannabis products portfolio, the adult-use sales channel is the largest vertical. For the quarter ended December 31, 2022, the adult-use revenue increased +11% and net revenue increased 4% over the prior year. The main product categories include pre-roll, milled, dried flower, and vapes in addition to a suite of derivative products. These four product categories account for the largest percentage of total net revenue. With the ramp-up of the quality and yield of the Port Perry outdoor harvest, the milled product category accounts for a growing percentage of the adult-use sales portfolio.

The medical sales channel represents a stable, but higher margin revenue stream, driven by the recurring ordering patterns of our active patient base and referrals from third-party clinics. For the quarter ended December 31, 2022, the medical net revenue increased +40% over the prior year. The majority of sales are cannabis derivative products which generally deliver a higher margin than flower format products, and sales also include medical clinic related revenue. We continue to drive increased patient engagement to improve ordering frequency, basket size and lifetime revenue.

The international sales channel is our most recently added sales channel, highest margin revenue stream, and fastest scaling vertical. For the twelve months ended December 31, 2022, the international net revenue increased +155% over the prior year. We continue to seek out and execute new international partnerships to build that business. Most recently in January 2023, the Company signed a \$1.0 million sales opportunity with a new European partner. This strategic partnership unlocks a new gateway into the growing European medical and burgeoning legalized adult-use markets. The international sales are a combination of bulk flower and oils and capsules which are exported into international jurisdictions, delivering the highest sales growth rate and net realizable margin per gram of equivalent flower sold. Germany represents our largest international sales channel, and with continued progression towards full legalization of recreational cannabis and a \$4.6 million two-year sales commitment, this is anticipated to continue to be the largest international sales channel.

The below charts illustrate the transformation in the business over the last three years, whereby the Company developed, built, and launched its own branded cannabis products to compete in the adult-use sales channel, established international partnerships and customers, and deepened its presence in the medical market such that it branded cannabis products now represent 92% of total net revenue for the twelve months ended December 31, 2022, relative to 80% in the prior year and 38% in calendar year 2020.



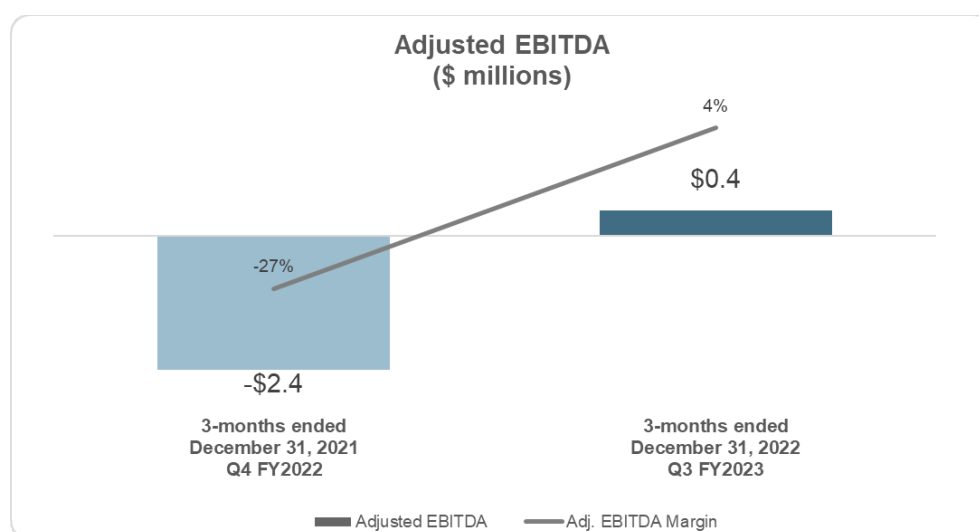
STRATEGIC OBJECTIVES

The Company established four key long-term strategic objectives in 2022:

1. Adjusted EBITDA^{(1)(OB)} Profitability

The Company put out guidance in February 2022, anticipating reaching breakeven Adjusted EBITDA profitability by the quarter ended March 31, 2023. The Company attained that goal two quarters earlier than anticipated, achieving breakeven Adjusted EBITDA profitability in the quarter ended September 30, 2022.

In the quarter ended December 31, 2022, the Company delivered Adjusted EBITDA of \$0.4 million, an increase of \$2.8 million over the prior year. This represents the second consecutive quarter of profitability since its business transformation from a bulk wholesale producer towards a branded cannabis company. The Company believes it is the first Canadian LP of similar size, scale and business focus to achieve breakeven Adjusted EBITDA profitability on a sustainable basis.²



Concurrently with the Company scaling each of its branded cannabis sales channels³, it is focused on cost of sales optimization, and selling, general & administrative expense containment and strategic rationalizations to continue to improve its Adjusted EBITDA profitability profile. The Company is focused on long-term, sustained, positive cash flow generation in-line with other consumer product goods sectors.

The Company is growing its Adjusted EBITDA profitability by focusing on:

¹ This is a Non-IFRS Measure. Please see page 38 for more information including its composition and reconciliation.

² Compared against publicly-traded cannabis producers in Canada that are in both the medical and adult-use markets without retail presence and a market capitalization of less than \$50 million.

³ This is a Supplementary Measure. Please see page 34 for its composition.

1. Growing sales volumes and capturing market share in pre-roll, milled, flower, and vape product sub-categories through new innovative product offerings, expansion into new geographic regions, and deepening its penetration in its existing five provincial markets;
2. Migrating its adult-use consumer base from entry level “starter” formats to large size product formats which deliver higher gross profit dollars and margin to the Company;
3. Improving patient engagement to drive higher order frequency, basket size and lifetime revenue in the medical channel;
4. Expanding its newest, and fastest growing sales channel, the international vertical, which delivers the highest net realizable margin per gram of equivalent flower sold;
5. Increasing its gross profit margin profile by driving further operational efficiency in its manufacturing and processing through automation; and
6. Identifying, reducing and containing selling, general and administrative expenses which the Company has found is a key strength in a highly competitive market. The Company has found that while many of its competitors spend as much on SG&A as they generate in net revenue, the Company has been able to find innovative ways to significantly contain its spending while still driving profitable net revenue growth.

Over the last four quarters, the Company has decreased Adjusted SG&A⁽¹⁾ by 51% to \$3.8 million in the quarter ended December 31, 2022 as compared to the prior year. Over this same timeframe, the Company has driven robust 23% growth in total net revenue to \$10.8 million as compared to the prior year.



(1) See 'Cautionary Statements Regarding Certain non-IFRS Measures' section

In September 2021, the Company completed a holistic review of its operations, shared services and organizational structure and evaluated total SG&A savings, which total over \$16 million on an annualized basis, including:

- the reduction of its workforce by 48% representing \$13 million;
- the reduction in the use of external consultants, legal counsel and external advisors representing \$2.0 million; and
- the wind down of leased spaces to consolidate operations representing \$0.5 million.

In November 2021 the Company completed a portfolio optimization to further improve adult-use profit margins. This aligned our portfolio with the best-selling products formats that deliver the strongest gross profit margins and executed moderate strategic price increases.

In February 2022, the Company provided an update on its cost rationalization strategy. The Company methodically reviewed its cost structure and optimized its talent and resources towards the sales channels which delivered the highest net realizable margin per gram of flower sold – its branded cannabis products.

In April 2022, the Company provided a corporate update on its ongoing cost containment initiatives, including identifying \$4.4 million in annualized cost savings to be completed within the quarter. The Company realigned its medical business, integrated its virtual, physical and third-party clinic platform to further improve its general and administrative and wages and benefits cost profile while improving the patient experience through a more cohesive and consistent approach to managing patient interactions. Moreover, the Company overhauled its Grimsby, Ontario hybrid greenhouse and drove operational efficiencies and remapped its processes to allow its cultivation organization to expand throughput of high THC potency flower (“**Usable Flower**”). The Company assessed procurement practices, resulting in a consolidation of certain vendors leading to cost efficiencies.

In July 2022, the Company enacted a vendor consolidation initiative, to extract economies of scale by aggregating procurement across its four facilities into key trusted vendors. This initiative identified and enacted agreements which represent an annualized cost of sales savings of \$2.3 million.

In September 2022, the Company extracted further savings among its third-party copackers based on increased purchase volumes which on an annualized basis represented annualized cost of sales savings of \$1.8 million.

In October 2022, the Company identified efficiencies in its information technology, legal and finance functions which represented over \$1.5 million in annualized SG&A savings. The primary cost savings related to a further 5% reduction in the Company’s headcount. The Company extracted savings from third-parties by focusing on service providers that are appropriate for the Company’s size & scale and provide offerings best suited for our industry and growth strategy.

In November 2022, the Company enacted further cost savings initiatives around its flower supply, by initiating the winddown of its Grimsby greenhouse which represents an annualized net cost savings of approximately \$4.1 million which will further improve go forward profitability. This cultivation facility was historically the primary supplier of usable flower for the dried flower category in the Divvy brand. Over the course of calendar year 2022, the Company was able to secure high-quality dried flower from multiple trusted third-party growers at attractive prices which allows the Company to grow its dried flower sales and achieve an improved margin profile in its adult-use sales channel. Additionally, with continued improvement in grow practices the Company will be utilizing the harvest from the outdoor Port Perry cultivation facility to support the continued growth of its leading pre-roll and milled product categories. The Company is focused on continuing to build its loyal consumer base of its everyday value brand, Divvy, by supplying its consumers with innovative sought-after cultivation strains from the best sources of flower supply, whether that be internally grown or procured from other third-party growers.

The Company believes it has the organizational infrastructure, including a core corporate shared services and distribution relationships to facilitate the continued rapid growth in its branded cannabis net revenue to create further operating leverage and drive improved Adjusted EBITDA profitability in the remainder of fiscal year 2023⁴.

2. Increasing Market Share Position in Canadian Adult-Use Market

The Company launched its Sunday Market House of Brands in Q1 of 2021, anchored around Divvy, the everyday brand focused on delivering an exceptional value proposition to consumers. Divvy is consistently a top searched brand on OCS.ca. The Company's product portfolio and SKU listings are focused on the largest adult-use categories: pre-roll, milled, flower, and vapes and represent the majority of the Company's adult-use sales. The Company sells into five provinces with Ontario and Alberta representing its two largest customers. This sales channel represented 58% of Q3 fiscal year 2023 total net revenue.

Brands & Products: The other four supporting brands under the adult-use portfolio, Bogart's Kitchen, Kin Slips, Nith & Grand and Noon & Night, are niche brands targeted at specific consumer segments in the market and span from value to premium craft. 23 new SKUs have been launched in fiscal year 2023, including: large format flower (28g) in Divvy cropped products, Divvy flower, and Nith & Grand flower, 4 new Divvy vape cartridges, first-to-market Nitecaps melatonin-CBD soft gels under Noon & Night, and a third hot sauce under Bogart's Kitchen. The Company has nearly 170 provincial listings of its 51 SKUs in the adult-use portfolio, including a full suite of pre-roll, milled, dried flower, vape and cannabis derivative products.

Geographic Markets: The adult-use sales channel in Canada is now the Company's largest sales channel based on total net revenue, with distribution agreements and entrenched relationships in five provinces – Ontario, Alberta, British Columbia, Saskatchewan and Manitoba – representing an estimated 71% of the Canadian population. Manitoba is the most recent province that the Company entered in late November 2022.

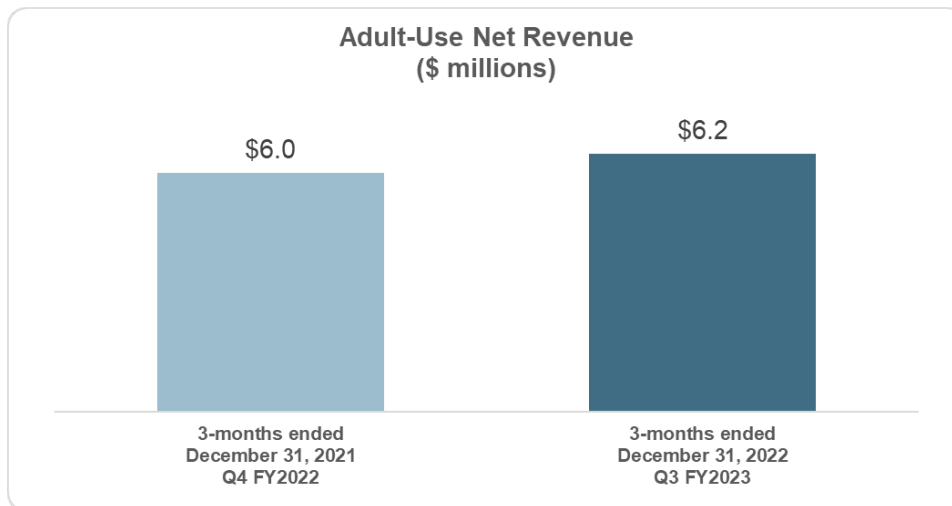
Go-to-Market Approach: The Company markets its products through its internal salesforce and is focused on gaining market share through the continued launch of innovative products in the largest product categories, mainly pre-roll, milled flower, whole flower, and vapes. The Company's internal sales and marketing team can respond to market trends in a dynamic and rapid fashion to drive sales velocity of its unique cannabis portfolio. The Company is focused on deepening its penetration in its existing core provincial markets, along with expanding into select other provincial markets. The Company believes its internal sales and marketing teams, is a key competitive advantage allowing the Company to respond to and drive key changes in the Canadian adult-use marketplace.

Market Share Capture: The Company has driven the largest change in market share rankings among the top 15 Canadian Licensed Producers from Q1 2021 #26th, when the Company launched its new adult-use brand portfolio, to Q4 2022 #13th according to data from HiFyre based on the products and geographic regions (Ontario, Alberta, British Columbia, and Saskatchewan) Aleafia operates in. The Company targets to become a top 10 Canadian LP measured by retail sales pull-through in each of its five provincial markets⁵. In November 2022 the company launched successfully into Manitoba, its 5th provincial market.

The Company increased net revenue by 4% to \$6.2 million in Q3 fiscal year 2023 versus \$6.0 million in the prior year. While overall top-line growth is important for the Company, simultaneously the Company is focused on profitable growth and actively seeks out more profitable product formats, categories and SKUs in favour of higher volume, lower margin SKUs.

⁴ This is forward looking information. Please see cautionary statement on page [37].

During the quarter ended December 31, 2022, the Company saw its flower sales rebound from September 30, 2022, but have not yet returned to levels seen earlier in calendar year 2022 primarily due to the repeated and prolonged product out-of-stocks. Consumer demand for the Company's flower products far exceeded the cultivation supply capacity of its Grimsby greenhouse through most of calendar year 2022. The Company has now mitigated this issue by sourcing usable, high-THC flower from trusted, strategic third-party growers and is seeing its flower sales recover.



3. Leadership in Medical

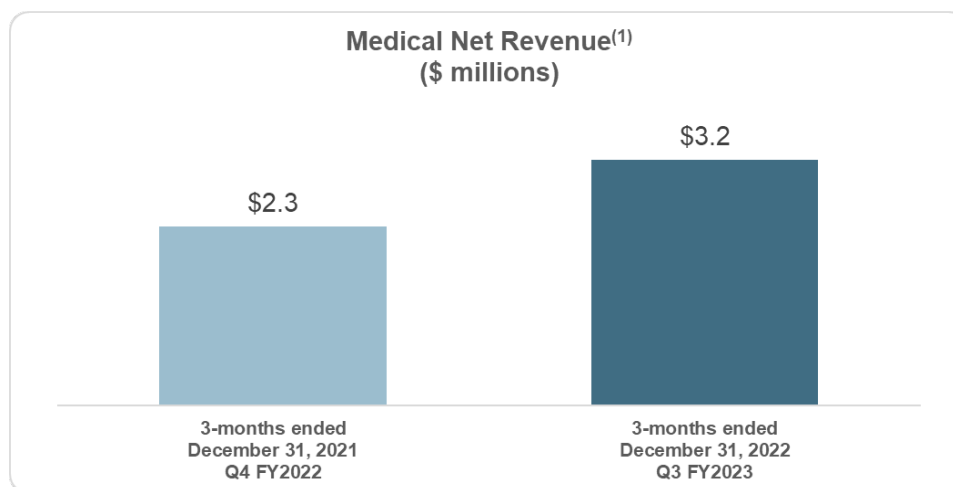
The medical sales channel in Canada is core to the Company and supported by our medical ecosystem, offering the ability for new patients to be onboarded, consulted, prescribed, and delivered medical cannabis products. With approximately 20,000 active patients with stable ordering patterns, this sales channel has a high level of recurring revenue. The medical sales channel includes revenue from: the sale of medical cannabis in the Canadian markets, clinic fees, and research revenue, and represented 30% of Q3 fiscal year 2023 total net revenue.

Go-to-Market Approach: The Company's direct to patient medical business receives patient referrals from its owned clinic Canabo Medical Clinics® "Canabo" and several third-party clinics nationwide. Canabo operations are predominantly virtual, helping patients access treatment services in a convenient and cost-effective setting. Canabo has one longstanding physical clinic in St. John's, Newfoundland. We deliver products direct-to-patient the same day they are ordered in the Greater Toronto Area, Canada's most populous region. In addition to the direct-to-patient model, the company sells branded medical cannabis products to other Canadian medical sales license holders.

Product Portfolio: The Emblem brand is used exclusively in the Company's medical sales channel. The Company also offers certain other products from its Sunday Market House of Brands and resells other products procured from third-parties to its medical patients. The majority of sales in the medical sales channel are of cannabis derivative products, including: oils, capsules and vapes.

Growth Initiatives: The Company made strategic investment in email platforms to enhance the patient experience resulting in a significant increase in email engagement and a reduction in overall marketing costs. The Company also implemented new targeted email marketing campaigns to increase brand loyalty, improve the patient experience through education, and drive sales growth. In addition, the Company continues to enhance its support and product offerings for Veteran patients. This includes the launch of new flower, edibles and specialized "white-glove" service.

The Company increased net revenue by 40% to \$3.2 million in Q3 fiscal year 2023 versus \$2.3 million in the prior year. This increase was primarily driven by the continued penetration into the Quebec market and higher sales to veteran patients. Additionally, it benefited from an improved patient journey following the Company's integration of its physical clinics, virtual clinics, and third-party clinic platform completed in April 2022. The Company has driven this growth by increasing its market share in a flat to declining overall medical market.



(1) See 'Cautionary Statements Regarding Certain non-IFRS Measures' section

4. Well-Positioned for International Growth

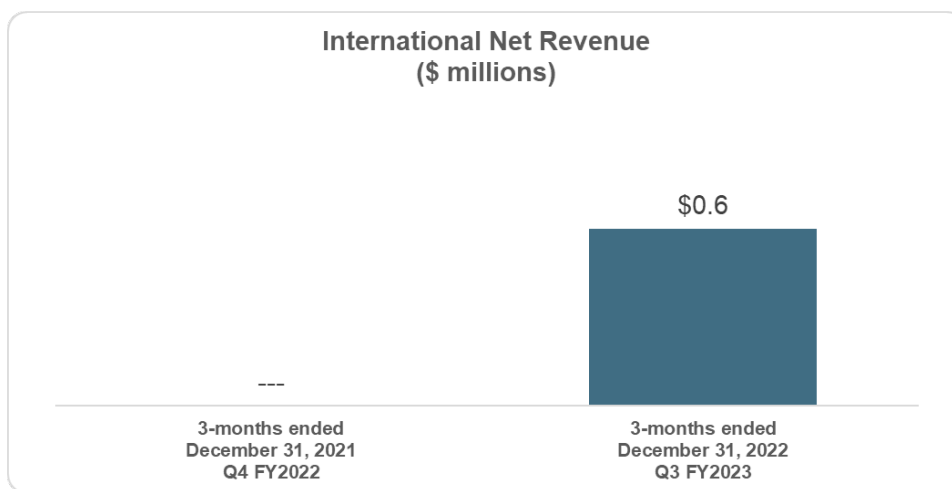
One of the Company's fiscal year 2023 objectives is to expand its international sales channels. In parallel to serving the Canadian medical market, the Company is well-positioned to benefit from the expansion of the global medical cannabis market and the continued legalization of global recreational markets. Thus far, the Company has identified over \$5.6 million in sales opportunities, with more demand for its products in international markets than current supply. This sales channel represented 5% of Q3 fiscal year 2023 total net revenue.

Strategic Focus: The Company is focused on expanding its international sales as it sees the opportunity to supply flower and cannabis derivative products in bulk-form to select international medical markets. Given the high regulatory and other barriers to entry of supplying these international jurisdictions, the Company enjoys an early mover advantage. The Company further sees expanding its international medical sales as a potential toehold should cannabis be legalized recreationally in the same international jurisdictions. The sales agreements for international sales typically are longer in duration than the Canadian medical or adult-use channels, with guaranteed minimum purchase commitments and no required Canadian excise duties. Moreover, they typically deliver the highest net realizable margins per gram of flower equivalent sold than the other sales channels.

Select Key International Markets: The Company's products have been successfully exported into key global markets including Germany, the UK and Australia. The Company continues to engage in discussions to deepen its penetration in these markets and selectively expand into other jurisdictions where it could also enjoy an early mover advantage. The Company is actively pursuing increased penetration into the European market where the addressable market is multiples larger than the Canadian market.

Recent Agreements: In July 2022, the Company secured an estimated \$4.6 million⁵ international sales agreement to supply bulk flower into the European market. It is a two-year agreement, with a minimum annual sales commitment estimated at \$2.0 million⁶ per year based on a variable price per gram of flower. The Company successfully shipped product under this agreement in the quarter ended December 31, 2022 which is destined for Germany. Additionally, in January 2023, the Company secured an additional international sales order for approximately \$1.0 million⁷ in annual sales with a new European based strategic partner. This expands the Company's international sales and improves access into the existing European medical market and burgeoning legalized adult-use markets.

International net revenue was \$0.6 million in the Q3 fiscal year 2023, comparand to nil in the prior year. The Company is looking to further develop this channel with an active pipeline of opportunities for fiscal year 2023 and fiscal year 2024.



OUTLOOK

The Company's overall objectives for fiscal year 2023 continue to build upon the successes it recognized during fiscal year 2022. During fiscal year 2022, the Company focused on growth as being a branded cannabis producer in the Canadian adult-use and medical markets, while continuing to advance the Company's international expansion efforts; rationalizing its cost structure to drive profitability; and building its capacity to sustainably deliver Usable Flower. The Company's overall objectives for fiscal year 2023 are as follows⁸:

- Total net revenue of between \$44.0 million and \$46.0 million;
- Develop a pathway and momentum towards attaining top 10 market share positions in each of its provincial Canadian adult-use markets based on retail sales pull through;
- Maintaining a leadership position in the medical market;
- Achieving Gross Profit Margins before Fair Value Adjustments of between 32% and 38%;
- Adjusted SG&A of between \$17.2 and \$18.0 million; and
- Adjusted EBITDA of between -\$0.5 million and \$0.5 million.

⁵ This is forward looking information. Please see cautionary note on forward looking information.

⁶ This is forward looking information. Please see cautionary statement on forward looking information below.

⁷ This is forward looking information. Please see cautionary statement below on forward looking information.

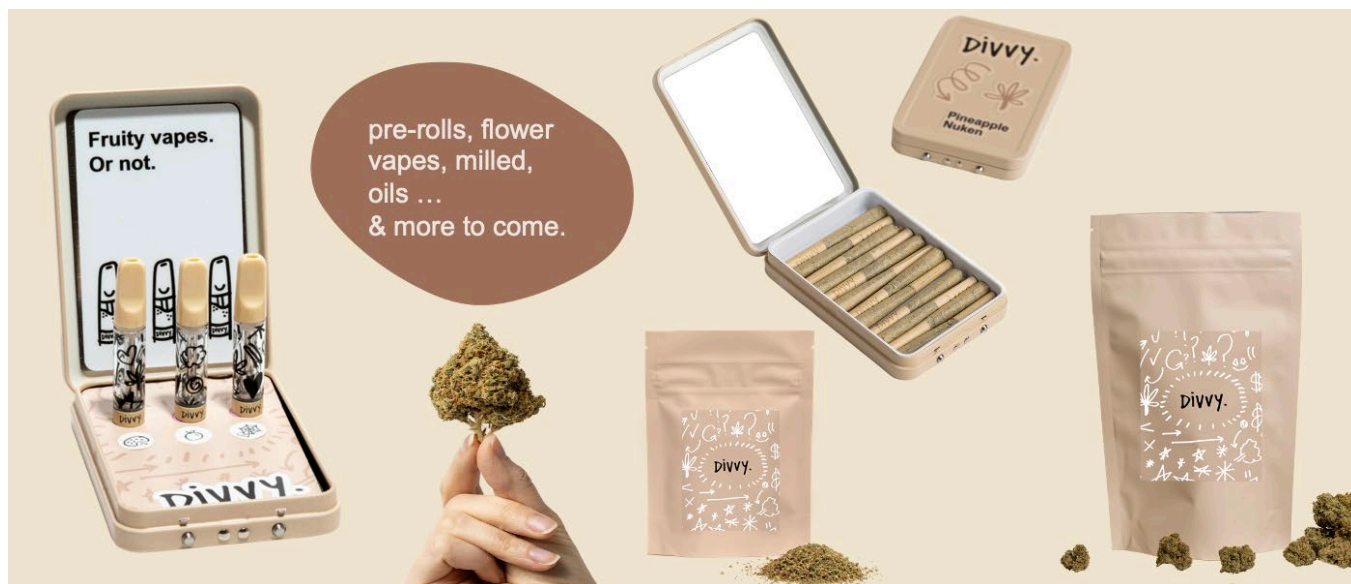
⁸ The foregoing projections are Forward Looking Information. Please see the cautionary statement on page 37.

The Company has been pleased with the continued revenue growth trend and believe our initiatives to improve the cost structure will continue to improve cash flow trends and lead to further improvements in Adjusted EBITDA. The Company remains focused on bringing innovative and differentiated cannabis products to Canadian consumers that deliver on the commitment of offering high quality cannabis wellness products at competitive prices.

The Company has decreased its net revenue and gross profit margin before fair value adjustments guidance and improved its Adjusted SG&A and Adjusted EBITDA guidance over the course of fiscal year 2023. This was primarily as a result of ongoing capital constraints, unforeseen exogenous events such as the cybersecurity attack on the Ontario Cannabis Store, a labour strike in British Columbia, and a lack of usable high-THC flower from its Grimsby greenhouse and outperformance in its cost containment and rationalization initiatives. While all objectives are important to the Company, ultimately the Company is focused on driving sustainable, long-term profitability as its primary objective.

Adult-Use Brand Portfolio

Divvy is the Company's main adult-use brand. It represents the vast majority of the Company's sales in the adult-use sales channel. In addition to Divvy, there are four other supporting brands serving distinct segments of the adult-use market.



Adult-Use

DIVVY.

- High frequency consumers, large format
- Pre-rolls, dried flower, vapes, oils, and cropped flower



NOON & NIGHT

- Omega / Melatonin CBD soft gels, bath bombs, roller-balls



NITH & GRAND

- Discerning cannabis aficionados
- Small batch craft-designated flower



BOGART'S KITCHEN

- Unique occasion-based edibles with a twist



- Broad appeal for discreet use case
- SKUs featuring different THC/CBD contents



DIVVY.

Divvy Cannabis brings frequent cannabis users good quality products at value-oriented price-points. With flower harvested from our hybrid greenhouse and outdoor operations, Divvy flower products include whole flower, milled flower, pre-rolls, vapes and oils.

NOON & NIGHT

Noon & Night is a CBD-forward line of familiar wellness products ranging from bath bombs to the first of its kind in the Canadian market CBD-Melatonin Soft Gels: Nitecaps. Noon & Night is highly differentiated, filling a gap in the cannabis brand landscape with its exclusive focus on wellness-conscious consumers.

NITH & GRAND

Nith & Grand proudly grows cannabis with character in our high-tech indoor facility situated in Paris, Ontario. Featuring hang dried, hand trimmed, long cured, small batch dried flower, and premium concentrates.

BOGART'S KITCHEN

Bogart's Kitchen is home to unique edible creations. Conceived in the kitchens of Aleafia Health's product innovation centre in Paris, Ontario, Bogart's Kitchen products are the result of extensive R&D and culinary artistry.



Kin Slips are cannabis-infused sublingual strips, an edible alternative that are discreet, precise, and provide rapid onset. Kin Slips are formulated with peppermint oil to deliver a fresh minty sensation. They are vegan, sugar-free, contain only natural ingredients, and come in roughly the size of a postage stamp.

Medical Brand Portfolio

The Company serves the Canadian medical cannabis market with the Emblem brand. It also opportunistically offers select products from its Sunday Market House of Brands and other limited time promotional products to its medical patients to better serve their needs.



From our team of growers to our client care team, each member of the Company's team works toward giving patients the best medical cannabis experience. Emblem is the heart of Aleafia Health's unique medical cannabis ecosystem, as a trusted brand and secure ecommerce marketplace with a reputation for product excellence.

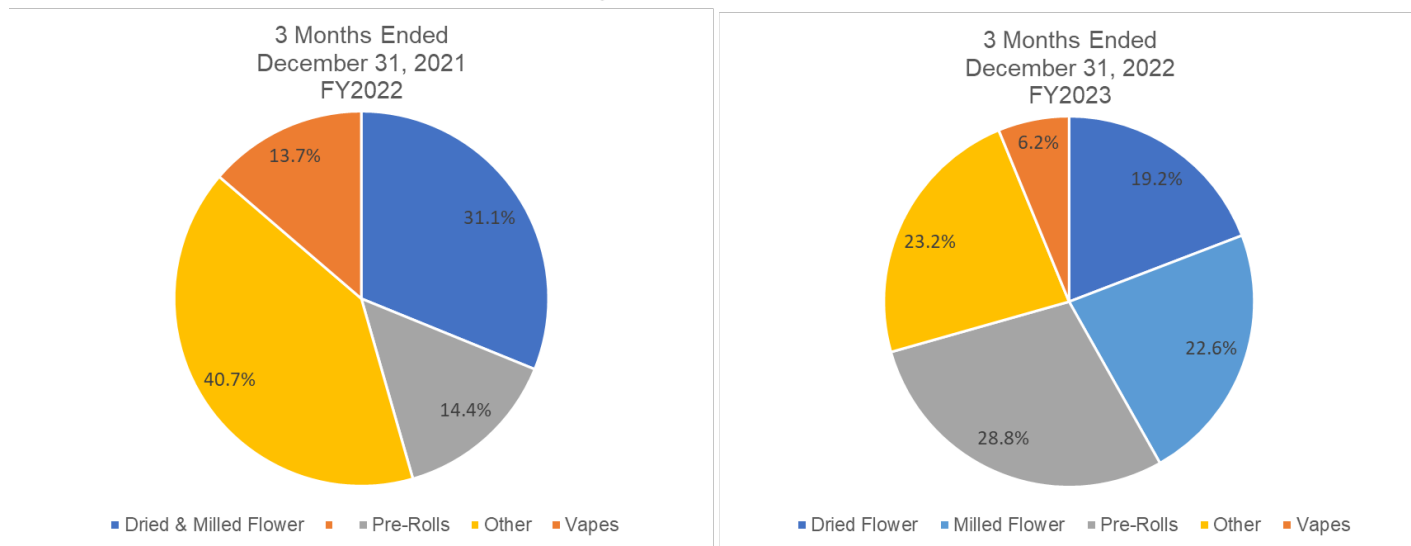


1. PRODUCT PORTFOLIO

The Company currently produces a diverse portfolio of cannabis products which it sells into the provincial adult-use sales channels, to medical cannabis patients, to other Licensed Producers, and internationally to the Germany and Australia medical-use markets. The Company continued its strategic expansion of its product portfolio, as outlined below. The Company aims to utilize its diverse craft indoor and outdoor cultivation in high margin, unique product formats tailored to the various need-states of cannabis consumers and patients.

With the improvement in Usable Flower from its Port Perry outdoor facility, the proportion of sales generated by pre-roll and milled products has now reached 31% in the most recent quarter ended December 31, 2022.

Total Branded Net Revenue
by Product Format



Note: Other includes oils, capsules, sublingual strips, edibles, and topicals

a) Pre-rolls

The Company utilizes flower from its Port Perry outdoor cultivation facility to supply its pre-roll offering, which represents the third largest product category in the Canadian cannabis market, according to data from HiFyre. The 2022 Port Perry harvest delivered a new record with respect to high THC potency usable flower supply, which when combined with the strategic outsourcing of pre-roll manufacturing, allows Aleafia Health to deliver significantly improved product availability, and new larger format SKUs including a 12-pack of 0.35 gram pre-rolls in a recognizable, reusable package. Most recently, the Company launched a 7-pack of 1 gram pre-rolls in the Alberta and Ontario markets (May 2022 and June 2022, respectively) which were well-received by consumers. Further pre-roll formats are scheduled to launch in Spring 2023, including 12-packs and 56-packs of traditional 0.5 gram pre-rolls, as well as an entry into the fast growing infused pre-roll market.

b) Milled (Cropped)

Driven by the expansion of its Port Perry outdoor cultivation facility and relentless focus on high-quality Usable Flower, the Company has launched and seen tremendous success in its pre-ground milled offering. Having launched in Q3 2021, the milled products under the Divvy brand have quickly gained market share, reaching a #2 market share ranking in Q3 2022 in Ontario, the largest provincial market in Canada. Building upon the success of the initial two SKUs, both Alberta and Ontario have picked up the product in larger formats as well as a CBD offering.

c) Dried Flower

The Company has undertaken an expansion of its dried flower offering, which is the largest product category in the Canadian cannabis market, according to data from HiFyre. Driven by the continued ramp-up of

procurement from third-party growers, the Company is able to deliver greater product availability, and new larger format stock-keeping-units (“SKU”) including 14-gram and 28-gram flower pouches. Sales of these products and other new dried flower SKUs commenced during Q2 & Q3 2022, under the Divvy and Nith & Grand brands.

d) **Vapes**

The Company’s 8-vape portfolio is inspired by the Company’s portfolio of cultivars. The custom-made, unique terpene blends in Divvy vapes deliver robust flavours and consistent effects. Additional Divvy SKUs, including new THC-dominant flavour profiles, a CBD dominant full-spectrum, and a new balanced THC:CBD vape have been listed in Ontario and Alberta, with select offerings also available in Saskatchewan. New bold flavour profiles will be entering the market this Spring, and the Divvy Puff ‘n Pass SKU, a 1 gram 510 thread vape cartridge, provides a platform for a rotation of new, exciting flavours.

e) **Oils**

Cannabis oil products remain a core product category for wellness-oriented medical patients and adult-use consumers. Line extensions include the innovative Omega CBD Soft Gels which feature full-spectrum, single strain CBD extract, and is one of the first Canadian cannabis products to be suspended in fish oil containing omega-3.

f) **Sublingual Strips**

Kin Slips, cannabis-infused sublingual strips, typically offer a fast onset time relative to other non-combustible cannabis products. Placed under the tongue, the active ingredients enter the bloodstream through the sublingual gland, delivering a typical onset time of 10 to 15 minutes. Kin Slips are classified as ingestible extracts, and can therefore contain up to 1000 milligrams of THC per package, as opposed to traditional cannabis edible products which are restricted to 10 milligrams of THC per package.

g) **Edibles**

The Company launches highly artisan and seasonal edible products which complement its product portfolio anchored around pre-roll, milled, flower and vape formats. During Q1 2021, the Company released its first cannabis edible product, soft chews, with two THC and one CBD-dominant offering. The Company followed that up with Salted Caramel Pretzel Bites, Cluster Pucks as well as an infused hot sauce with well-known Canadian hot sauce maker Heartbeat Hot Sauce, all launched under the Bogart’s Kitchen edibles brand. The brand currently contains the collaboration hot sauces and launched a THC-infused Maple Syrup product in Winter 2022, just in time for the holiday season.

h) **Bath & Body**

The Noon & Night brand launches bath & body products focused on the wellness space. During Q2 2021, the Company launched Lavender Fizz CBD bath bombs along with the Freshly Minted Roll-on. The peppermint-scented roll-on is designed to provide a soothing, aromatic experience through local application on the hairline, neck, forehead and shoulders. The brand also began offering CBD-Omega soft gels in Q2 2021, and in Q3 2022, the Company introduced a first-to-market CBD-Melatonin soft gel offering, Nitecaps.

KEY DEVELOPMENTS

Amendment to \$37.3 Million Convertible Debentures

The Convertible Debentures amendments became effective on June 28, 2022. The amendments entailed the exchange of the Convertible Debentures for new convertible debentures (the “**New Convertible Debentures**”) issued in three equal, separate tranches, maturing in 2, 4 and 6 years from the date of issuance (the “**2024 Debentures**”, “**2026 Debentures**”, and “**2028 Debentures**”, respectively). The interest rate remained at 8.5%, but the New Convertible Debentures have no mandatory cash interest payment for 24 months as interest will initially be paid-in-kind (“**PIK**”) with additional New Convertible Debentures (the “**PIK Debentures**”), reducing near-term debt servicing requirements. The conversion price was reduced to

\$0.25 for the 2024 Debentures, \$0.30 for the 2026 Debentures, and \$0.35 for the 2028 Debentures. The New Convertible Debentures were granted security against certain assets of the Company but are fully subordinated to the Company's existing senior secured debt. The Company is precluded from incurring further senior secured indebtedness, subject to certain exceptions including to fund working capital, capital expenditures, and strategically accretive acquisitions. Debenture holders who approved the Debenture Amendments received a fee (the "**Consent Fee**") calculated as the amount of accrued interest on the existing Convertible Debentures between July 1, 2021 and the effective date of the Debenture Amendments, payable in additional 2028 Debentures at par. As of October 31, 2022, the New Convertible Debentures are listed on the TSX.

\$5.6 Million Equity Financing

On June 24, 2022, the Company closed a private placement of 68,151,515 units issued at a price of \$0.0825 each (the "**Issue Price**"). Each unit consists of one common share in the capital of the Company and one-half of one common share purchase warrant. A warrant is exercisable into one common share at an exercise price of \$0.1025 for a period of four years from the date of issuance. The expiry date of the warrants can be accelerated by the Company at any time and upon 30 days' notice, if the closing price of the common shares on the Toronto Stock Exchange (the "**TSX**") is greater than \$0.165 for any 10 consecutive trading days following the date that is 4 months and one day after the date of issuance and prior to the expiry date of the Warrants. The net proceeds from the Private Placement will be used to fund working capital and capital expenditures for the Company's continued growth, and other general corporate purposes. A finder's fee of 3,407,500 common shares was paid to a finder (the "**Finder's Shares**") in connection with the Private Placement.

Amendment to August 2021 Credit Facility

On June 23, 2022 the Company made its second amendment to its August 2021 Credit Facility, whereby amongst other things it agreed to prepay an amount equal to \$622,500 as a prepayment of interest under the loan agreement in respect of the period beginning June 24, 2022 and ending June 24, 2023. In addition, the Company agreed to grant to the lender a general security interest from the Company in favour of the Lender.

OPERATIONAL AND FINANCIAL HIGHLIGHTS

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Operating Results				
Adult-Use Market Share % ⁽¹⁾	2.1%	1.7%	2.1%	1.7%
Adult-Use Market Share Ranking	13	15	13	15
Medical Use Orders	16,162	18,956	46,529	58,038
Medical Use Avg Order Value	\$166	\$143	\$162	\$143
Financial Results				
Revenue	14,754	11,981	45,660	36,009
Branded Cannabis Net Revenue	10,039	8,312	29,445	21,813
Wholesale Net Revenue	750	452	4,009	7,644
Net revenue ⁽¹⁾	10,789	8,764	33,453	29,457
Branded Cannabis profit \$	3,717	2,117	9,974	5,118
Branded Cannabis profit %	37%	25%	34%	23%
Bulk Wholesale profit \$	272	232	380	(3,964)
Bulk Wholesale profit %	36%	51%	9%	-52%
Gross profit before fair value adjustments	3,990	2,348	10,239	1,153
Total Gross profit %	37%	27%	31%	4%
Adjusted SG&A	3,835	7,824	13,036	24,508
% of total net revenue	36%	89%	39%	83%
Adjusted EBITDA ⁽²⁾⁽³⁾	446	(2,398)	(409)	(14,646)
Adjusted EBITDA margin ⁽²⁾	4%	-27%	-1%	-50%

1. Based on HiFyre retail sales pull through data in BC, AB, SK, and ON for the period Q4

2. See "Cautionary Statements Regarding Certain non-IFRS Measures" section for term definition

3. See "Adjusted EBITDA" section for reconciliation to IFRS equivalent

Branded Cannabis

Total revenue grew by 23% to \$14.8 million and total net revenue also grew by 23% to \$10.8 million. This increase was primarily driven by branded cannabis net revenue growth of 21% to \$10.0 million in the quarter

ended December 31, 2022 compared to \$8.3 million during the quarter ended December 31, 2021. The Company delivered growth across all three of its core branded cannabis sales channels.

Adult-use net revenue grew by 4% to \$6.2 million for the three months ended December 31, 2022, from \$6.0 million in the prior year. The Company's market share ranking reached #13th compared to #15th a year earlier and market share increased to 2.1% from 1.7% a year earlier. A focus on high velocity sales categories have been key to this successful growth. Additionally, the Company continues to redirect an increasing share of the Usable Flower supply from its Port Perry outdoor cultivation facility away from the bulk wholesale towards the adult-use sales channel, achieving higher net revenue and net realizable margin per gram. At the same time, the Company has been focusing on generating higher margins from its product portfolio by optimizing its product portfolio to focus on larger formats.

Medical net revenue grew by 40% to \$3.2 million for the three months ended December 31, 2022, from \$2.3 million in the prior year. The Company's total medical orders declined during this period due to the ongoing challenging contraction of the medical market. This was offset by the Company increasing its average order value ("AOV") by focusing on high value patients and improving engagement with its active patient base. The Company estimates its market share ranking to be top 5 within the Canadian medical market⁹.

International net revenue increased by \$0.6 million for the three months ended December 31, 2022 over the prior year primarily due to shipments related to the Company's new international partner announced in August 2022.

The branded cannabis gross profit before fair value adjustments was \$3.7 million in the three months ended December 31, 2022, representing a 37% margin compared to 27% in the prior year. This strong improvement in margin was driven by:

- *Building its international sales pipeline* - the Company is actively seeking out and onboarding new international sales opportunities which provide improved revenue and cash flow, reduced cash conversion cycle and higher margin than adult-use sales channel.
- *Growing its medical recurring "sticky" revenue, high-margin medical business* - driving market share capture by focusing on improving engagement with existing patients to grow average order values, access new regions and retaining our high value patients.
- *Innovative products* - continually augmenting the Company's portfolio with margin accretive SKUs, including larger size formats, and focus its efforts on curating a portfolio of innovative sought-after products that deliver attractive value for its consumers.
- *Portfolio optimization* - aligning the Company's portfolio with the best-selling product formats that deliver the strongest gross profit margins. The Company completed its first portfolio optimization in November 2021 and its most recent one in February 2023 to respond to emerging market trends.
- *Strategic flower sourcing arrangements* - procuring high-THC usable flower from third-party growers to drive improved whole flower product out-of-stock performance.
- *Co-packing* - identifying areas where operational efficiencies can be extracted by outsourcing certain manufacturing and processing functions. These outside service providers allow the Company to rapidly scale throughput and focus its capital allocation in areas that are anticipated to deliver a higher return in the long-term.
- *Focusing on high quality usable flower* - optimizing grow practices to focus on the yield of high potency, usable flower for its branded products. This strategic shift away from focusing on total

⁹ *Data on cannabis for medical purposes.* Health Canada. <https://www.canada.ca/en/health-canada/services/drugs-medications/cannabis/research-data/medical-purpose.html>

quantity and towards usable flower continues to optimize the yield and drive down the cash cost to grow flower.

Bulk Wholesale

Bulk wholesale net revenue was higher in the three months ended December 31, 2022 at \$0.8 million compared to \$0.5 million a year prior. The increase was primarily related to the timing of shipments to one principal wholesale customer. The Company is primarily focused on growing its branded cannabis sales and continues to opportunistically sell off-spec, low potency flower and other aged inventory in the bulk wholesale sales channel to other Canadian LPs.

Total gross profit¹⁰ improved by \$0.1 million in the three months ended December 31, 2022 compared to the prior year. This was driven by higher net revenue versus the prior year.

REVENUE COMPOSITION

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Revenue				
Adult-Use	9,983	8,975	30,208	19,976
Medical Cannabis	2,945	2,407	8,132	7,231
Clinic Revenue	509	147	1,626	1,018
Medical Use Total	3,454	2,554	9,758	8,249
International	567	-	1,686	140
Total Branded	14,004	11,529	41,652	28,365
Bulk Wholesale	750	452	4,008	7,644
Total Revenue	14,754	11,981	45,660	36,009
Net Revenue				
Adult-Use	6,246	6,006	18,632	14,115
Medical Cannabis	2,716	2,159	7,500	6,540
Clinic Revenue	509	147	1,626	1,018
Medical Use Total	3,225	2,306	9,126	7,558
International	567	-	1,686	140
Total Branded	10,039	8,312	29,445	21,813
Bulk Wholesale	750	452	4,008	7,644
Total Net Revenue	10,789	8,764	33,453	29,457

OPERATING EXPENSES

¹⁰ This is a Non-IFRS measure. Please see page 34 for more information.

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Selling, general and administrative	3,872	6,980	13,061	22,344
Amortization and depreciation	1,022	1,512	3,010	5,062
Share-based compensation expense	685	663	2,083	2,252
Restructuring costs	291	-	291	-
Business transaction costs	67	951	428	2,876
Bad debt expense	-	12	(1)	1,543
Total	5,937	10,118	18,872	34,077

The total operating expenses for the three months ended December 31, 2022 declined 41% to \$5.9 million, compared to the previous year's expenses of \$10.1 million, despite a 23% increase in total net revenue. The total operating expenses for the nine months ended December 31, 2022 also declined 45% to \$18.9 million, compared to the prior year's expenses of \$34.1 million. The decline is primarily driven by significant headcount reductions, winddown of physical medical clinics, integration of the physical, virtual and third-party clinic platform, rationalizations in consultants, advisors and legal costs, and various other cost optimization initiatives as evidenced in the decline in selling, general and administrative ("SG&A") expenses from \$7.0 million to \$3.8 million for the three months ended December 31, 2022 and from \$22.3 million to \$13.1 million for the nine months ended December 31, 2022. The Company's full-time equivalent headcount has decreased by 36% from 251 at December 31, 2021 to 162 as at December 31, 2022. Bad debt expense decreased as the Company continues to improve the credit quality of the receivables with increased focus on branded cannabis sales which have negligible credit risk as they are mostly government agencies. Business transaction costs decreased from \$1.0 million to \$0.1 million for the three months ended December 31, 2022 and from \$2.9 million to \$0.4 million for the nine months ended December 31, 2022 mainly due to non-recurring marketing, consultant, brand development and product formulation costs related to the launch of new product formats in the prior year comparative quarter. There were restructuring costs in the recent quarter of \$0.3 million related to the winddown of the Grimsby greenhouse.

OTHER EXPENSES (INCOME)

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Interest expense, net	2,233	2,185	7,047	5,922
Fair value through profit and loss adjustments	126	8,785	1,132	14,385
Impairment of property, plant and equipment	3,578	28,800	3,578	28,800
Impairment of intangible assets	-	-	-	53,093
Impairment of goodwill	-	-	-	11,314
Gain on marketable securities	-	-	(3)	(12,092)
Gain on sale of assets	-	-	(91)	-
Other non-operating expenses	-	71	-	71
Total	5,937	39,841	11,663	101,493

Other expenses for the three months ended December 31, 2022 was \$5.9 million compared to \$39.8 million for the three months ended December 31, 2021. Other expenses for the nine months ended December 31,

2022 was \$11.7 million compared to \$101.5 million for the nine months ended December 31, 2021. For the three months ended December 31, 2022 the Company performed a review of its property, plant, and equipment (PPE) classified as held for sale and determined that the carrying amount of one of its assets was no longer recoverable. As a result of this review, the Company recognized an impairment loss of \$3.6 million in the statement of profit or loss. Last year's quarter included impairment of property, plant and equipment of \$28.8 million.

For the nine months ended December 31, 2021, the Company had impairments to intangible assets and goodwill of \$64.3 million and also realized a gain on sale of certain clinic assets to Myconic Capital Corp. Fair value through profit and loss adjustments included a change in share price of the Myconic Capital Corp common shares.

NON-IFRS MEASURES

ADJUSTED SG&A

Adjusted selling, general and administrative (“**Adjusted SG&A**”) is defined as SG&A expenses adjusted to exclude non-recurring costs. These non-recurring items may relate to certain transaction costs, one-time subsidies, and severances. Medical clinic supply services amounts are included in SG&A. Adjusted SG&A is not recognized or defined under IFRS, and as a result, it may not be comparable to the data presented by competitors.

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
SG&A	3,872	6,980	13,061	22,344
Business transaction costs	67	951	428	2,876
Bonus reversals, severance, other adjustments	(104)	(107)	(447)	(712)
Adjusted SG&A	3,835	7,824	13,036	24,508

The Company considers Adjusted SG&A an important key metric to measure the Company's cost structure outside of production and inventory related costs as it drives continued operating leverage and improved Adjusted EBITDA profitability. The Company believes tightly containing and finding further cost efficiencies is a competitive strength. It is mostly fixed in nature with some variability depending on sales volume for marketing and other sales-oriented expenditures.

The Company has aggressively contained and rationalized its Adjusted SG&A cost profile, resulting in a 51% decline to \$3.8 million in the three months ended December 31, 2022, compared to \$7.8 million in the prior year comparative quarter. This was achieved despite total net revenue increasing 23% over the same period to \$10.8 million from \$8.8 million in the prior year. See the explanations of the changes in operating expenses for further information on SG&A.

For the nine months ended December, there was a decline by 47% to \$13.0 million in the nine months ended December 31, 2022, compared to \$24.5 million in the prior year comparative quarter. This was achieved despite total net revenue increasing 15% over the same period.

ADJUSTED EBITDA

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Net loss	(25,128)	(71,509)	(22,557)	(146,612)
Add back:				
Depreciation and amortization ⁽¹⁾	1,350	1,823	5,259	6,557
Interest expense, net	2,233	2,185	7,047	5,922
Deferred Income tax expense (recovery)	-	-	-	(2,854)
EBITDA	(21,545)	(67,501)	(10,251)	(136,987)
Inventory provision	6,795	17,266	6,795	19,648
Fair value changes in biological assets and changes in inventory sold	10,449	6,633	(4,534)	(373)
Share-based payments	685	663	2,211	2,252
Bad debt expense	-	12	-	1,543
Business transaction costs	67	951	427	2,917
Restructuring Costs	291	-	291	-
Gain on sale of assets	-	-	(112)	(12,092)
Gain on sale of marketable securities	-	-	-	-
Fair value adjustments through profit and loss	126	8,785	1,133	13,685
Impairment of intangible assets	-	-	-	53,093
Impairment of goodwill	-	-	-	11,314
Impairment of property, plant & equipment	3,578	28,800	3,578	28,800
Non-operating expense (income)	-	71	52	(368)
Adjusted EBITDA⁽²⁾	446	(4,320)	(409)	(16,568)

1. Includes non-cash depreciation expensed to cost of sales

2. See "Cautionary Statements Regarding Certain Non-IFRS Measures" section for term definition

Adjusted EBITDA is widely used by industry participants and analysts to measure company performance. The Company considers Adjusted EBITDA a key metric for measuring operating performance and cash flow, to manage working capital, debt repayments and capital expenditures. Adjusted EBITDA is calculated as net income (loss), excluding (i) amortization and depreciation, (ii) fair value changes in biological assets and changes in inventory sold, (iii) share-based payments, (iv) bad debt expense, (v) business transaction costs, (vi) non-operating expenses (income), (vii) taxes, (viii) interest expenses, (ix) one-time sale of assets, and (x) unrealized gain (loss) on marketable securities. Adjusted EBITDA is not recognized or defined under IFRS, and as a result, it may not be comparable to the data presented by competitors.

Adjusted EBITDA for the three months ended December 31, 2022 was a gain of \$0.4 million, compared to a loss of \$4.3 million in the prior year comparative quarter. The improvement is primarily due to the reduction in selling, general and administrative expenses and a higher proportion of sales from branded cannabis products over bulk wholesale products. There was certain marketing, consultant, brand development and product formulation costs related to the launch of new product formats, most of which are non-recurring in nature. In conjunction with the Company's focused cost containment and rationalizations, which has

delivered a dramatically improved SG&A expense profile.

LIQUIDITY AND CAPITAL RESOURCES

The Company's objectives when managing its liquidity and capital resources are to ensure sufficient liquidity to support its financial obligations and execute its operating and strategic plans while maintaining healthy liquidity reserves and access to capital for at least the next twelve months.

In the management of liquidity risk of the Company, the Company maintains a balance between continuity of funding and the flexibility through the use of borrowings. The Company manages liquidity risk through the management of its capital structure. On December 31, 2022, the Company's contractual obligations consist of accounts payable and accrued liabilities, net tax payable, credit facilities, and lease liability, which has a contractual maturity date within one year.

The following table sets forth the use of proceeds from the Company's equity offering and debt financings completed over the last four quarters.

Date	Type	Gross Proceeds	Initially Intended Use of Proceeds	Actual Usage of Proceeds
June 24, 2022	Equity Financing Private Placement	\$5.6 million	The Company expects to use the net proceeds to fund working capital and capital expenditures for the Company's continued growth, and other general corporate purposes.	Proceeds are currently being used to fund working capital and other general corporate purposes.

Cash Flow Highlights

A condensed consolidated cash flow statement of the Company is summarized below:

(\$,000s)	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Cash balance, beginning of period	1,907	17,539	1,569	30,529
Cash provided by (used in) operating activities	1,686	(18,226)	(1,640)	(37,056)
Cash provided by (used in) investing activities	(896)	(1,343)	(1,378)	(3,245)
Cash provided by (used in) financing activities	(2,095)	13,262	2,051	21,004
Cash balance, end of period	602	11,232	602	11,232

Operating Activities

Cash generated from operating activities was \$1.7 million for the three months ended December 31, 2022, compared to cash used in operating activities of \$18.2 million for the three months ended December 31, 2021. Cash used in operating activities has decreased by \$19.9 million driven by higher total net revenue, improved gross profit margin, reduced SG&A expense profile, enhanced working capital efficiency and the closure of the Grimsby greenhouse.

Cash used in operating activities was \$1.6 million for the nine months ended December 31, 2022, compared to cash used in operating activities of \$37.1 million for the nine months ended December 31, 2021. Cash used in operating activities has decreased by \$35.4 million driven by higher total net revenue, improved gross profit margin, reduced SG&A expense profile, and enhanced working capital efficiency.

Investing Activities

Cash used in investing activities was \$0.9 million and \$1.4 million for the three and nine months ended December 31, 2022, compared to \$1.3 million and \$3.2 million for the three and nine months ended December 31, 2021. Cash used in investing activities has declined significantly, due to the completion of significant capital projects at the Company's owned production facilities. The Company continues to invest in ongoing equipment and other capital expenditures to maintain and make modest enhancements to the efficiency of its two cultivation facilities and distribution centre.

Financing Activities

Cash used in financing activities was \$2.1 million for the three months ended December 31, 2022, compared to cash provided by financing activities of \$13.2 million for the three months ended December 31, 2021. The use of cash in the quarter ended December 31, 2022 was primarily related to the repayment of the revolving receivables facility.

Cash provided by financing activities was \$2.1 million for the nine months ended December 31, 2022, for the nine months ended December 31, 2022, compared to \$21.0 million for the nine months ended December 31, 2021. The Company raised \$5.6 million from the issuance of common shares and \$1.0 million from the promissory note. This cash inflow was offset by \$1.9 million in interest payments, \$1.0 million credit facility repayment, \$1.3 million in lease liabilities and other debt related costs. This contrasts to \$21.8 million from its two credit facilities in the nine months ended December 31, 2021.

Contractual Obligations & Capital Expenditures

As of December 31, 2022, the Company had the following contractual obligations:

(\$,000s)	Within 1 year	2 years	3 years	4 years	5 year and thereafter
Convertible debenture	-	12,015	-	8,467	6,017
Credit facilities	17,597	-	-	-	-
Lease obligations	670	863	411	11	2
Promissory note	-	1,000	-	-	-
Purchase commitments	952	-	-	-	-
Total	19,219	13,878	411	8,478	6,019

The purchase commitments all represent outstanding purchase orders to be fulfilled by vendors.

Convertible Debt

In June 2019, Aleafia Health issued 40,250 additional convertible debentures units (the "Debenture Units") for gross proceeds of \$40.3 million. Each Debenture Unit consisted of one \$1,000 principal amount of an unsecured convertible debenture of Aleafia Health and 680 common share purchase warrants, which debentures contained the following terms:

- a maturity date of June 27, 2022;
- an interest rate of 8.5% per annum; payable semi-annually;
- convertible at \$1.47 per share until June 27, 2022, at the option of the holder; and
- Aleafia Health may accelerate the expiry date of the common share purchase warrants with not less than 30 days' notice, should the daily volume weighted average trading price of the outstanding common shares of Aleafia Health on the TSX be greater than \$3.10 for 20 consecutive trading days.

In June 2022, two Debenture holders converted a total of \$0.3 million debentures into 204,751 common shares.

See the Key Developments section for further updates on the Convertible Debentures.

December 2021 Credit Facility - Current

On December 24, 2021, the Company entered into a new loan agreement that provides for a term facility of \$12.0 million and access to a revolving facility up to \$7.0 million. The loans bear interest at a rate of the National Bank of Canada prime rate with a floor of 3.45% plus 9%, annually. The availability under the revolving facility is subject to an advance rate against certain accounts receivable balances. Both facilities are payable on the earlier of demand and two years from funding.

The facility is secured by first lien mortgages on the Paris, Ontario and Grimsby, Ontario production facilities and certain equipment and a general security agreement.

On each of March 28, 2022 and June 17, 2022 the Company and the lender agreed to certain amendments to the agreement to provide for ongoing funding under the revolving facility despite one or more breaches of existing covenants.

The amount drawn from the revolving facility as at December 31, 2022 was \$0.4 million, including interest and fees, resulting in an undrawn balance of \$6.6 million.

The undrawn balance at the date hereof is \$6.8 million.

August 2021 Credit Facility – Current

On August 23, 2021, the Company entered into a secured Credit Agreement, to receive \$10.0 million for working capital, general corporate purposes and capital expenditures. The term of the loan was for one year and it bears simple interest at a rate of 12%, with an effective interest rate of 17.3%. Accrued interest may either be paid monthly in arrears or upon maturity of the facility. The first six months following the amended agreement allows for interest to accrue. In addition, up to 1,000,000 common share purchase warrants with an exercise price of \$0.32 were granted and vest in four tranches of 250,000 quarterly commencing November 20, 2021. The warrants were ascribed a value of \$131, using Black Scholes pricing model. The loan was initially secured by first lien mortgages on the Paris, Ontario and Grimsby, Ontario production facilities.

On December 24, 2021, the Company entered into an amendment with its lender to revise certain terms in the credit facility. The mortgages against the Paris, Ontario and Grimsby, Ontario production facilities were subordinated and a first lien mortgage was granted on the Port Perry, Ontario facility. The maturity date was extended by approximately 16 months to December 24, 2023 and the stated interest rate applicable changed to 12.45%.

The Company made a principal repayment of \$5.0 million against the credit facility, together with accrued interest and fees on January 7, 2022. The first tranche of the common share purchase warrants of 250,000 vested on November 20, 2021. Due to the early repayment, the second tranche vesting February 20, 2022, was reduced to 190,217 from 250,000. The third tranche of 125,000 common share purchase warrants

vested on May 20, 2022 and the remaining 125,000 common share purchase warrants vested on August 20, 2022.

Promissory Note – Non Current

On December 16, 2022, the Company issued a promissory note to receive \$1,000 for general corporate purposes. The term of the unsecured loan was for two years with a fixed interest rate of 12.75% and an effective interest rate of 14.41%. The promissory note will be due and payable on December 31, 2024. The interest on the amount of the promissory note will accrue and be paid bi-monthly.

Contingencies

In the ordinary course of business, from time to time, the Company may be involved in various claims related to its commercial and/or corporate activities. Although such matters cannot be predicted with certainty, management does not consider the Company's exposure to these claims to be material to the audited consolidated financial statements.

Certain of Emblem Corp.'s former executives have been named in a claim commenced March 20, 2015, in the Ontario Superior Court of Justice that also identifies Emblem Corp. and Emblem in relation to certain services provided to the parties by an individual. The plaintiff has claimed \$10 million in damages. The claim is being contested and is expected to proceed to trial circa 2024 if a settlement cannot be reached earlier. The outcome of this legal matter is subject to negotiations by the officers of the Company and the Company believes it is unlikely to be impacted and accordingly, no amount has been provided for. A separate claim was also initiated by Amos Tayt's on March 22, 2019, in the Ontario Superior Court of Justice against Emblem and Emblem Corp. arising out of the same facts and seeking the same damages. It is also being contested.

On June 16, 2020, a class-action lawsuit was issued in Calgary, Alberta by Lisa Marie Langevin as the proposed representative plaintiff. The claim has been filed against most of the cannabis manufacturers in Canada and includes, among the many defendants, Emblem Corp. and Aleafia Health. The claim alleges that the THC and CBD levels in the products manufactured and/or sold by the defendants differed from what was represented on packaging, specifically alleging that THC and CBD levels were found to be significantly higher than indicated in some products while others may have had significantly lower levels. The action is seeking \$500 million (or such other amount as may be proven at trial) for all Canadians who purchased medicinal cannabis products on or after June 16, 2010, as well as Canadians who legally purchased cannabis for recreational purposes on or after October 17, 2018. The claim also seeks \$5.0 million in punitive damages. Ms. Langevin has not alleged that she ever purchased product from Emblem or Aleafia Health. The case is at its earliest stages. The Company believes it has good defenses to the claim and intends to vigorously defend the claim. Accordingly, at this stage no amount has been provided for in the consolidated statements of financial position in respect of this claim.

On February 8, 2023, the Company received a letter from the Canada Revenue Agency ("CRA") with respect to Emblem Cannabis Corporation's previously filed Canada Emergency Wage Subsidy ("CEWS") for the period between March 15, 2020 and March 13, 2021. The CRA has audited said periods for Emblem Cannabis Corporation and has proposed a reduction to the CEWS funds provided in the amount of \$3.2 million. The Company is actively reviewing the CRA's findings. Based on the Company's records and external advice, it remains of the belief that it is owed the full amount of the previously claimed and received CEWS funds. The Company is currently in the process of filing an objection to dispute the claim. At this time, it is not possible to conclude on the exact amount of the disallowed claims (if any). As such, the Company has not accrued for any potential disallowed CEWS claims in the period. The Company will continue to assess the matter as the dispute resolution progresses.

Off-balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements.

Related Party Transactions

Other than compensation and benefits paid to directors or key management personnel in the normal course of business, the Company had no transactions with its related parties (as defined under IFRS) during the reporting period.

SELECTED QUARTERLY INFORMATION

The following information has been prepared in accordance with IFRS in Canadian dollars.

(\$,000s) except per share amounts	Three months ended		Nine months ended	
	31-Dec-22	31-Dec-21	31-Dec-22	31-Dec-21
Net revenue	10,789	8,764	33,453	29,457
Cost of sales	6,799	6,415	23,214	26,460
Total operating expenses	5,937	10,118	18,872	34,077
Total other expenses	5,937	39,841	11,663	101,493
Net loss and comprehensive loss	(25,128)	(71,509)	(22,557)	(146,612)
Loss per share, basic and diluted	(0.06)	(0.22)	(0.06)	(0.44)
Total assets	69,113	81,518	69,113	81,518
Total non-current liabilities	28,406	6,908	28,406	6,908

The fluctuations in reported results during the three months ended December 31, 2022 resulted primarily from the following factors:

- Net revenue increased 23% to \$10.8 million from \$8.8 million in the prior year driven by strong growth in branded cannabis net revenue of 21% supporting the Company's strategy to focus on its branded cannabis product portfolio.
- Total operating expenses were reduced by 41% to \$5.9 million from \$10.1 million in the prior year as the Company aggressively rationalized and in other instances contained operating costs including general and administrative, and business transaction costs.
- Total other expenses were decreased by 85% to \$5.9 million from \$39.8 million in the prior year. Current year includes an impairment of property, plant and equipment of \$3.6 million. Prior year included impairments to property, plant and equipment of \$28.8 million and fair value adjustment though profit and loss of \$8.8 million.
- Total non-current liabilities increased which following the convertible debenture refinancing completed in June 2022 were reclassified from current to non-current liabilities.

QUARTERLY HISTORICAL FINANCIAL RESULTS

(\$,000s)	Three months ended			
	31-Dec-22	30-Sep-22	30-Jun-22	31-Mar-22
Net revenue	10,789	10,577	12,028	7,039
SG&A expenses	3,872	4,257	5,006	4,887
Net loss and comprehensive loss	(25,128)	7,047	(4,469)	(4,152)
Basic and diluted earnings (loss) per share	\$(0.06)	\$0.02	\$(0.01)	\$(0.01)

(\$,000s)	Three months ended			
	31-Dec-21	30-Sep-21 (Restated)	30-Jun-21 (Restated)	31-Mar-21
Net revenue	8,764	9,574	10,672	7,066
SG&A expenses	6,980	6,581	9,165	6,896
Net loss and comprehensive loss	(71,509)	(80,335)	5,231	(11,248)
Basic and diluted earnings (loss) per share	\$(0.22)	\$(0.24)	\$0.02	\$(0.04)

SUMMARY OF OUTSTANDING SHARE DATA

The Company is authorized to issue an unlimited number of common shares. Subsequent to December 31, 2022, 101,217 common shares were issued under the Company's share-based plans. The total number of common shares issued and outstanding is 403,163,926 as of the date hereof.

The fully diluted number of common shares outstanding as the date hereof is 525,447,485 which includes 403,163,926 common shares, 59,270,258 warrants, 53,666,771 stock options, 2,153,500 restricted share units and 7,193,030 deferred share units.

FINANCIAL INSTRUMENTS

The table below summarizes the categories under IFRS 9 for the financial assets and financial liabilities:

(\$,000s)	Dec 31, 2022	Mar 31, 2022
Fair value through profit and loss ⁽¹⁾	3,047	5,150
Assets, amortized cost ⁽²⁾	6,395	7,751
Liabilities, amortized cost ⁽³⁾	61,611	79,903

The Company classifies its fair value measurements in accordance with an established hierarchy that prioritizes the inputs in valuation techniques used to measure fair value as follows:

- Level 1 - Unadjusted quoted prices in active markets for identical assets or liabilities.
- Level 2 - Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly, and
- Level 3 - Inputs that are not based on observable market data.

The following table sets forth the Company's financial assets measured at fair value on a recurring basis by Level within the fair value hierarchy:

Fair value measurements using	Quoted prices in active markets for identical instruments	Significant other observable inputs	Significant unobservable inputs	Total
	(Level 1)	(Level 2)	(Level 3)	
	\$	\$	\$	\$
Cash	434	-	-	434
Restricted cash	168	-	-	168
Marketable securities	49	-	-	49
Investments	-	-	2,396	2,396
Total, September 30, 2022	651	-	2,396	3,047

The carrying value of trade receivables and accounts payable are a reasonable approximation of their fair value due to their short-term nature. The carrying value of lease liability, credit facility, promissory note and convertible debt are a reasonable approximation of their value based on market interest rates for similar instruments as at December 31, 2022.

Financial Instruments Risk Management

Effective risk management is fundamental to the success of the organization and is recognized as key in the Company's overall approach to strategy management. The primary goals of the Company's risk management strategy are to ensure that the outcomes of risk-taking activities are consistent with the Company's strategies and risk appetite and that there is an appropriate balance between risk and reward to maximize shareholder value.

Reference is made to the description of risk factors with respect to the Company and its business in the Company's Annual MD&A for the financial year ending March 31, 2022, filed on SEDAR at www.sedar.com on June 28, 2022. There have been no changes to the financial risk factors listed on pages 28-30 except as follows:

a) Currency risk

The Company's revenues and expenses are denominated in Canadian dollars. The Company's corporate office is based in Canada and current exposure to exchange rate fluctuations is minimal.

The Company does not have any significant foreign currency denominated monetary assets or liabilities and has few transactions denominated in a currency other than Canadian dollars. The Company is attracting foreign investments. During the three months ended December 31, 2022, there has been no change to the management of this risk.

b) Interest rate risk

The Company is exposed to interest rate risk on the variable rate of interest earned on bank deposits, the variable rate of interest applicable to the \$12.0 million term facility and the drawn amount of the revolving facility. The fair value interest rate risk on bank deposits is insignificant as the deposits are short-term in nature. The interest rate risk on convertible debt is insignificant due to the fixed rate of interest on convertible debt. The Company has not entered into any derivative instruments to manage interest rate fluctuations. The Company monitors interest rate and may enter into derivative instruments to hedge interest rate risk should it deem it economically efficient.

c) Credit risk

Credit risk is the risk of loss associated with the counterparty's inability to fulfill its payment obligations. Financial instruments that potentially subject the Company to concentrations of credit risks consist

principally of cash, trade and other receivables and short-term investments which consist of marketable securities. The risk exposure is limited to their carrying values reflected on the consolidated statements of financial position. To minimize the credit risk the Company places these instruments with a high-quality financial institution. There are no expected credit losses with respect to cash and cash equivalents as the Company does not invest in asset backed investments. To manage and mitigate credit risk in respect of trade receivables, the Company has the option in certain cases to receive product in kind.

For the nine months ended December 31, 2022, the expected credit losses of trade and other accounts receivables were assessed based on the expected loss model in compliance with IFRS 9. Individual receivables that were known to be incurred credit losses are written off by reducing the carrying amount directly, and this is revaluated and subject to change as the Company revaluates its credit risk exposure. Pursuant to their collective terms, trade accounts receivable, were aged as follows:

	December 31, 2022	March 31, 2022
	\$	\$
Current	4,108	6,363
0 – 30 days past due	301	250
31 – 60 days past due	128	95
61 – 90 days past due	-	69
90 + days past due	1,738	1,176
Provision for credit losses	(654)	(654)
Other receivables	774	452
Total	6,395	7,751

There is negligible credit risk with respect to other receivables, as they primarily originate from government agencies, national insurance companies and a credit card company.

The Company has concentration risk, as approximately 89% (March 31, 2022 – 76%) of total revenue came from three (March 31, 2022 – three) customers and approximately 68% (March 31, 2022 – 79%) of total trade accounts receivable is due from four (March 31, 2022 – three) customers.

d) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company has experienced recurring losses and has a cumulative deficit of \$515.8 million. Cash flow from operations is negative due in part to the high rate of revenue growth the Company has experienced which has driven a requirement for working capital and selling, general & administrative investment.

As at December 31, 2022, the Company has total current assets of \$32.2 million (March 31, 2021 - \$36.8 million) and total current liabilities of \$33.2 million (March 31, 2021 - \$73.0 million), providing for net current liability of \$1.0 million (March 31, 2021 – \$36.2 million). The significant change during the nine months ended December 31, 2022 is primarily a result of the convertible debentures' reclassification to non-current liabilities as the maturity was extended between two and six years.

The Company's objectives when managing its liquidity and capital resources are to ensure sufficient liquidity to meet its financial obligations and execute its operating and strategic plans for at least the next twelve months. Management closely monitors the liquidity position. The Company manages liquidity risk by seeking out new debt and equity financing options, reviewing its capital structure to optimize the cost of capital, maintaining the continuity of equity and debt funding options, managing its non-cash current assets to ensure the timely conversion to cash, and putting in plans in place to meet its financial obligations as they come due.

The Company has multiple options to meet its liquidity needs including, converting its non-cash working capital to cash, issuance of common shares via its at-the-market equity financing program, issuing common shares via a public equity offering, and seeking out new debt financing options.

The Company's ability to meet its commitments to sustain operations and settle its obligations as they become due within the next twelve months and its exposure to liquidity risk is dependent on the Company's ability to:

- Refinance or amend the term of its credit facilities;
- Raise additional debt and equity financing; and
- Realize cash flow from operations which is subject to significant judgements and estimates, the most significant of which is the Company's sales projections and its ability to realize its assets and discharge its liabilities in the normal course of business.

While, the Company has been successful in obtaining financing to date and believes it will be able to obtain sufficient funds in the future and ultimately achieve profitability and positive cash flows from operations, there can be no assurance that the Company will achieve profitability and be able to obtain sufficient financing in the future on terms favourable for the Company. In this regard, reference should be had to the section below regarding the Company's going concern assumption.

e) **Compliance with TSX and OTCQX Requirements**

On March 22, 2022, Aleafia Health received notice from the OTCQX that its bid price had closed below US\$0.10 for more than 30 consecutive calendar days and no longer met the Standards for Continued Qualification for the OTCQX International tier. Aleafia Health was given a 180-day cure period for its share price to trade above US\$0.10 for ten consecutive days. Aleafia Health's bid price did not stay at or above the US\$0.10 minimum for ten consecutive trading days during the cure period, and, as a result, Aleafia Health was delisted from the OTCQX on September 21, 2022. However, Aleafia Health has instead been moved to the OTCQB as of September 21, 2022 where its common shares continue to trade.

On May 3, 2022, the TSX approved the application by the Company for an exemption from certain voting requirements relating to the Private Placement and Debenture Amendments on the basis of "financial hardship." As a result, the Company was subject to a remedial delisting review by the TSX. It is routine for the TSX to require any issuer utilizing the financial hardship exemption to be the subject of such a review. On September 16, 2022, the TSX announced that it would extend the delisting review period until November 29, 2022. On November 24, 2022, the TSX confirmed that it completed its delisting review and Aleafia Health satisfied the TSX's requirements to remain listed on the TSX.

CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS

The preparation of the Company's consolidated financial statements requires management to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and reported amounts of expenses during the reporting period. Actual outcomes could differ from these estimates. The consolidated financial statements include estimates which, by their nature, are uncertain. The impacts of such estimates are pervasive throughout the financial statements and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the year in which the estimate is revised and future years if the revision affects both current and future years. These estimates are based on historical experience, current and future economic conditions and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The preparation of the financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these 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 and in any future periods affected.

Going concern assumption

These consolidated financial statements have been prepared on a going concern basis, which contemplates continuity of normal business activities and the realization of assets and settlement of liabilities in the normal course of business as they come due in the foreseeable future.

The Company has experienced recurring losses, has a cumulative deficit of \$515.8 million (March 31, 2022 – \$493.2 million) and a net working capital deficit of \$1.0 million (March 31, 2021 - \$36.2 million). These factors indicate that there are material uncertainties that cast significant doubt as to the Company's ability to continue as a going concern.

The Company's ability to continue as a going concern is dependent on its ability to achieve profitable operations and/or raise equity or debt financing. There is no assurance that any necessary future financing will be sufficient to sustain operations until such time that the Company can generate sufficiently profitable operations to support its requirements.

The Company's consolidated financial statements do not include any adjustments to the recoverability and classification of recorded asset amounts and classification of liabilities that might be necessary, should the Company be unable to continue as a going concern. Such adjustments could be material.

Biological assets and inventory

In calculating the value of the biological assets and inventory, management is required to make a number of estimates, including estimating the stage of growth of the cannabis up to the point of harvest, harvesting costs, selling costs, sales price, wastage and expected yields for the cannabis plant.

In calculating final inventory values, management is required to determine an estimate of spoiled or expired inventory and compares the inventory cost to estimated net realizable value, estimated useful lives and impairment of CGUs and goodwill.

Assets and liabilities held for sale

Assets and liabilities held for sale are no longer depreciated and are presented separately in the statement of financial position at the lower of their carrying amount and fair value less costs to sell. An asset is regarded as held for sale if its carrying amount will be recovered principally through a sale transaction, rather than through continuing use. For this to be the case, the asset must be available for immediate sale and its sale must be highly probable.

Useful lives of property, plant and equipment

Depreciation and amortization of property, plant and equipment are 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 that take into account factors such as economic and market conditions and the useful lives of assets.

Revenue recognition

Estimates are used when the Company recognizes certain research revenue depending on how frequently patients visit the clinics and what portion of the upfront deposits are considered deferred. Also, significant judgment is exercised to determine if all the specific requirements for the transfer of control under a bill-and-hold arrangement have been met and revenue can be recognized. Significant judgment is exercised to determine when certain conditions have been met for products destined for international markets.

Valuation of share-based payments

In calculating the share-based compensation expense, key estimates such as the rate of forfeiture of options granted, the expected life of the option, the volatility of the Company's stock price and the risk-free interest rate are used. In calculating the fair value of the warrants, the Company includes key assumptions such as the volatility of the Company's stock price, the value of the common share, and the risk-free interest rate.

Income taxes

Income taxes and tax exposures recognized in the consolidated financial statements reflect management's best estimate based on facts known at the reporting date. When the Company anticipates a future income tax payment based on its estimates, it recognizes a liability. The difference between the expected amount and the final tax outcome has an impact on current and deferred taxes when the Company becomes aware of this difference. In addition, when the Company incurs losses for income tax purposes, it assesses the probability of taxable income 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.

DISCLOSURE AND INTERNAL CONTROLS

Disclosure Controls and Procedures

Aleafia Health's disclosure controls and procedures (DCP), as defined in National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings (NI 52-109) are designed to provide reasonable assurance that information required to be disclosed in our filings is recorded, processed, summarized and reported within the time periods specified in securities legislation. They are also designed to provide reasonable assurance that all information required to be disclosed in these filings is accumulated and communicated to management, including the Chief Executive Officer (CEO) and Chief Financial Officer (CFO) as appropriate, to allow timely decisions regarding public disclosure. Our management, including the CEO and CFO, conducted an evaluation of the effectiveness of the DCP as of December 31, 2022 and concluded they were effective.

Internal Control over Financial Reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting (ICFR), as defined in NI 52-109. ICFR means a process designed by or under the supervision of the CEO and CFO, and effected by our board of directors, management and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of Financial Statements for external purposes in accordance with IFRS, and includes those policies and procedures that:

- pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the Company's financial position;
- are designed to provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with IFRS, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and
- are designed to provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the Financial Statements.

All internal control systems have inherent limitations and therefore our ICFR can only provide reasonable assurance and may not prevent or detect misstatements due to error or fraud. Our management, including the CEO and CFO, conducted an evaluation of our ICFR and concluded that they were effective as of December 31, 2022.

It should be noted that a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that its objectives are met. Because of the inherent limitations in any control system, no evaluation of control can provide absolute assurance that all control weaknesses including, for example, any instances of fraud, have been detected. Inherent limitations include: (i) that management's assumptions and judgements could ultimately prove to be incorrect as conditions and circumstances vary; (ii) the impact of any undetected errors; and (iii) controls may be circumvented through the unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any system of control is also based upon assumptions as to the likelihood of future events and there is no assurance that any design will succeed in achieving its goals under future conditions.

Changes in Internal Control over Financial Reporting

There were no changes in our internal control over financial reporting during the quarter that materially affected, or were reasonably likely to materially affect, our ICFR.

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

Forward Looking Information

Certain statements herein relating to the Company constitute "forward looking information", within the meaning of applicable securities laws, including without limitation, statements regarding future estimates, business plans and/or objectives, sales programs, forecasts and projections, assumptions, expectations, and/or beliefs of future performance, are "forward-looking information". Such forward-looking statements involve unknown risks and uncertainties that could cause actual and future events to differ materially from those anticipated in such statements. Forward looking statements include, but are not limited to, statements with respect to our market share, net revenue, net branded revenue, gross profit, gross profit margin, Adjusted SG&A, Adjusted EBITDA, and other financial outlook projections for financial year 2023, our commercial operations, including production and / or sales of cannabis, quantities of future cannabis production, anticipated revenue in connection with such sales, and other Information that is based on forecasts of future results, estimates of production not yet determinable, and other key management assumptions. The following material factors or assumptions were used to develop the forward looking information: market size and growth of the Canadian adult-use and medical cannabis markets, retail store penetration, script trends, cultivation and processing capacity, costs of production, gross and net revenue per gram.

Actual results may differ materially from those expressed or implied by such forward looking statements and involve risk and uncertainties relating to: future cultivation yield and quality, ability to procure additional Usable Flower, actual operating performance of facilities, product launches, facility licenses and amendments, average selling prices, cost of goods sold, operating expenses, Adjusted EBITDA, regulatory

changes in the Canadian and international markets, and other uninsured risks. The forward looking information was approved by Management as of February 10, 2023. The Company assumes no responsibility to update or revise forward-looking information to reflect new events or circumstances unless required by law. The forward looking information is provided for information purposes only and readers are cautioned that it may not be appropriate for other purposes. This presentation is provided for general information purposes only and does not constitute an offer to sell or solicitation of an offer to buy any security in any jurisdiction

Cautionary Statement Regarding Non-IFRS Measures

This MD&A contains non-IFRS financial performance measures which the Company believes provides users with relevant information regarding operation performance. These measures are not recognized or defined under IFRS, and as a result, they may not be comparable to the data presented by competitors. These non-IFRS measures include, but are not limited to:

- Cannabis net revenue is sale of cannabis revenue less excise duties
 - Medical cannabis net revenue is net cannabis revenue for Canadian medical sales and clinic revenue.
 - Adult-use cannabis net revenue is net cannabis revenue for Canadian adult-use sales.
 - International cannabis net revenue is net cannabis revenue for international medical sales.
 - Bulk Wholesale cannabis net revenue is net cannabis revenue in sales to other LPs.
- Branded Cannabis Net Revenue is calculated as Adult-use cannabis net revenue, Medical cannabis net revenue and International cannabis net revenue. It excludes bulk wholesale net revenue.
- Total Branded Cannabis Revenue is calculated as Adult-use cannabis revenue, Medical cannabis revenue and International cannabis revenue. It excludes bulk wholesale cannabis revenue.
- Gross profit before fair value adjustments margin is the gross profit before fair value adjustments and inventory provision divided by total net revenue. Management believes that this is a useful metric to assess the profitability of cannabis sales, as it eliminates the effects of non-cash fair value changes in inventory and biological assets.
- Gross profit before fair value adjustments on branded cannabis net revenue represents gross profit on branded cannabis net revenue. It is calculated by subtracting costs of sales relating to branded cannabis net revenue.
- Gross profit before fair value adjustments on bulk wholesale represents gross profit on bulk wholesale. It is calculated by subtracting costs of sales relating to bulk wholesale net revenue.
- Gross profit margin before fair value adjustments on branded cannabis net revenue represents gross profit margin on branded cannabis net revenue. It is calculated by subtracting costs of sales relating to bulk wholesale and dividing by branded cannabis net revenue.
- Gross profit margin before fair value V adjustments on bulk wholesale represents gross profit margin on bulk wholesale. It is calculated by subtracting costs of sales relating to cannabis net revenue and dividing by bulk wholesale net revenue.
- Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by total net revenue.

RISK FACTORS

Reference is made to the description of risk factors with respect to the Company and its business in the Company's Annual MD&A for the financial year ending March 31, 2022, filed on SEDAR at www.sedar.com on June 28, 2022. There have been no changes to the risk factors listed on pages 37-51 except with respect to the Company's facility and cannabis licence in Grimsby, Ontario. The Company has ceased all activities at its Grimsby facility and is no longer dependent on the facility or its licence.