



## **Cannabis NB reports profitable quarter**

October 1, 2020

Fredericton, NB – Cannabis NB reported a profit of \$3.3 million for their second quarter of fiscal 2020-2021. Total sales of legal recreational cannabis for the quarter were \$20.1 million, 87.1 per cent higher than the quarter ended September 29, 2019, and a 23.1 per cent increase over the first quarter of this year.

“We said we would fix our business and we have,” said Cannabis NB President and CEO Patrick Parent. “Our year to date results are showing that we now have a very profitable and sustainable business. I believe Cannabis NB will only continue to grow, remain profitable and offer New Brunswickers the best return on their investment in us.”

Cannabis NB’s net-profit for the fiscal to date is \$4.6 million. The EBITDA growth year over year is \$8.3 million which was driven by an increase in gross profit of \$6.1 million (81.4 per cent) and a corresponding decrease in operating expenses of \$2.1 million (24.1 per cent).

Key trends for the second quarter (June 29, 2020 – September 27, 2020) compared to the second quarter of last year (July 1, 2019 to September 29, 2019) were:

- Online sales represented 1.7 per cent of sales for the quarter compared to 1.1 per cent last year.
- In store sales represented 98.3 per cent of sales for the quarter compared to 98.9 per cent last year.
- Dried flower sales increased 53.4 per cent, up by \$4.8 million.
- Accessories sales increased 71.0 per cent, up by \$0.3 million.
- Extracts sales decreased 6.3 per cent, down by \$0.08 million.
- Concentrates represented 16.1 per cent of sales for the quarter at \$3.2 million.
- Edibles represented 4.9 per cent of sales for the quarter at \$1.0 million.
- Topicals represented 0.3 per cent of sales for the quarter at \$0.06 million.

## **About Cannabis NB**

Cannabis NB is the only legal retailer of recreational cannabis in the province of New Brunswick. The core focus of Cannabis NB is to offer a safe and quality product for

consumers at a competitive price. It serves consumers through 20 stores to offer in person guided retail experience, as well as online delivery and express methods. Cannabis NB offers a diversified portfolio of cannabis products including flower, extracts, concentrates, beverages, and accessories. Cannabis NB's results are reported on a retail reporting cycle, which is typically a 52-week year. Retail reporting will result in a 53-week year occurring every 5 to 6 years.

Media contact: Thomas Tremblay - [Tom.Tremblay@anbl.com](mailto:Tom.Tremblay@anbl.com)