

GLASS HOUSE BRANDS

CBOE CANADA: GLAS.A.U

OTCQX: GLAS.F

Q2 2024 INVESTOR PRESENTATION

DISCLAIMERS



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All financial information is in U.S. dollars, unless otherwise indicated.

Forward Looking Information

Certain information set forth in this presentation and any other information that may be furnished to prospective investors by the Company in connection therewith, other than statements of historical fact, may be considered "forward-looking statements" and "forward-looking information" within the meaning of applicable Canadian securities legislation (referred to herein as forward-looking statements). Forward-looking statements include but are not limited to statements related to activities, events or developments that the Company expects or anticipates will or may occur in the future, statements related to the Corporation's business strategy objectives and goals, and the Corporation's management's assessment of future plans and operations which are based on management's current internal expectations, estimates, projections, assumptions and beliefs, which may prove to be incorrect. Forward-looking statements can often be identified by the use of words such as "may", "will", "could", "would", "should", "anticipate", "believe", "expect", "intend", "potential", "estimate", "budget", "scheduled", "plans", "planned", "forecasts", "goals" and similar expressions or the negatives thereof.

In particular, and without limiting the generality of the foregoing, forward looking statements in this presentation include statements related to the buildout and development of the cultivation facility owned by the Company in Camarillo, California (referred to herein as the SoCal Farm); the Company's business plans and strategies; the addressable markets for the Company's products; the Company's competitive position; the ability to develop products, scale production and distribute products; the Company's plans to grow its market share in existing and new markets; the Company's investment in new technologies and products; the Company's expansion of production capacity; the development and expansion of the Company's brands; strategic acquisition opportunities; the future size of the cannabis market in California and the United States; the receipt of licenses from regulatory authorities; and the Company's future financial performance. In addition, the financial projections and estimates contained under "Pro Forma Wholesale Biomass Economics" and elsewhere in this presentation, including proforma gross profit and gross profit margin constitute "**forward looking information**" within the meaning of applicable securities laws. Such information is being provided to demonstrate potential future outcomes and may not be appropriate for other purposes and should not be relied upon as necessarily being indicative of future financial results. Forward looking statements involve known and unknown risks and uncertainties, many of which are beyond our control, that could cause actual results to differ materially from those that are disclosed in or implied by such forward looking statements. These risks and uncertainties include, but are not limited to, those described in the Risk Factors and the other risk factors identified in this presentation. Although the Company has attempted to identify the main risk factors that could cause actual results to differ materially from those contained in forward looking statements, there may be other risk factors not presently known to the Company or that they presently believe are not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information. Although the forward-looking statements contained in this presentation are based upon what the Company believes are reasonable assumptions, you are cautioned against placing undue reliance on these statements since actual results may vary from the forward-looking statements. Any data demonstrating the historical performance contained in this presentation are intended only to illustrate past performance and are not necessarily indicative of the future performance of the Company. Consequently, all of the forward-looking statements contained in this presentation are qualified by the foregoing cautionary statements, and there can be no guarantee that the results or developments that the Company anticipate will be realized or, even if substantially realized, that they will have the expected consequences or effects on our business, financial condition or results of operation.

Non-GAAP Measures

This presentation makes reference to certain non-U.S. GAAP measures, such as proforma gross profit and gross profit margin, among other non-GAAP measures that may be identified herein. These measures are not recognized under U.S. GAAP and do not have a standardized meaning prescribed by U.S. GAAP. Rather, these measures are provided as additional information to complement U.S. GAAP measures by providing further understanding of GH Group's results of operations from management's perspective. Market participants frequently use non-U.S. GAAP measures in the evaluation of issuers. The Company's management uses these non-GAAP measures for trend analyses and for budgeting and planning purposes. The Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in and in comparing the Company's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management of the Company do not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercises of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. You should review the Company's current financial statements and not rely on any single financial measure to evaluate the Company's business. Readers are also referred to the heading "Non-GAAP Financial Measures" in the Company's Q2 2024 MD&A at www.Sedarplus.ca.

Cannabis-related Activities are Illegal Under U.S. Federal Laws

The Company derives 100% of its revenues from doing business in the cannabis industry in the U.S. The concepts of "medical cannabis" and "adult-use cannabis" do not exist under U.S. federal law. The U.S. Federal Controlled Substances Act classifies "marihuana" as a Schedule I drug. Accordingly, cannabis-related practices or activities, including, without limitation, the manufacture, sale, importation, possession, use or distribution of cannabis and its derivatives, are illegal under U.S. federal law and the enforcement of the relevant laws poses a significant risk. These laws and their enforcement are in flux and vary dramatically from jurisdiction to jurisdiction. The enforcement of these laws and its effect on the Company and its business, employees, directors and shareholders are uncertain, and accordingly, involve considerable risk. Strict compliance with state laws with respect to cannabis will neither absolve the Company of liability under U.S. federal law, nor will it provide a defense to any federal proceeding which may be brought against the Company. Any such proceedings brought against the Company may adversely affect the Company's operations and financial performance.

ACHIEVEMENTS



WE LISTED IN JUNE 2021, WHAT HAVE WE ACCOMPLISHED SINCE?

- ❖ Acquired the 165-acre SoCal Farm, with 5.5M sq ft of cultivation footprint spread amongst 6 state-of-the-art greenhouses.
- ❖ Obtained and immediately drew down \$50M senior secured loan from Whitehawk to fund capex for the Phase I retrofit of the SoCal Farm in December 2021.
- ❖ Began Phase I expansion, highlighted by completion of the nursery and the retrofit of Greenhouse 6, in late September 2021. SoCal Farm licenses acquired in March 2022, first harvest in late May, first sale in late June - all ahead of schedule.
- ❖ Acquired PLUS Products, a leading California cannabis gummies and edibles brand, in April 2022.
- ❖ Expanded from three stores to ten: four from the NHC acquisition, one from the Pottery acquisition and two new Farmacy locations.
- ❖ Launched Allswell, our value brand, in Q3 2022 and grew it into a Top 3 California flower brand in terms of unit sales by Q2 2024.
- ❖ Raised \$31M in cash in 2H22 via our Series B and Series C Preferred Stock offerings. Raised an additional \$15M in 2H23 via our Series D Preferred Stock offering.
- ❖ In 2023, revenue was more than 2.5x higher than 2021, the year in which we listed, and 2023 gross profit dollars were over 5x higher. The Company produced Adjusted EBITDA of \$24.5M and operating cash flow of \$23M.
- ❖ Completed Phase II expansion, expanding the nursery and retrofitting Greenhouse 5, in January 2024. Began cultivation in January 2024, started the first harvest in March and had all of its approximately 700K sq ft fully planted by March 19th. We expect that Greenhouse 5 will expand annual capacity by 300,000 pounds, or more than 85%, to 650,000 pounds.

GLASS HOUSE ACHIEVED 89% YOY REVENUE GROWTH IN 2023 AND EXPECTS 2024 REVENUE TO REACH \$205M - \$210M, WHICH IS A MORE THAN 29% INCREASE VERSUS 2023 AT THE MID-POINT.

INVESTMENT HIGHLIGHTS



LARGEST CULTIVATION FOOTPRINT, UNMATCHED CAPACITY

UP TO 6M SQ. FT. OF BEST-IN-
CLASS CULTIVATION FACILITIES



A BRAND-BUILDING MACHINE IN THE #1 US MARKET

HIGH QUALITY, SUN-GROWN CANNABIS
AT SCALE AND PREDICTABLE SUPPLY
CAPABILITY SUPPORT THE SUCCESS OF
OUR BRANDED PRODUCTS



CALL OPTION ON INTERSTATE COMMERCE

STRONGLY POSITIONED TO
CARRY LEADING MARKET SHARE
AND COST ADVANTAGE
NATIONWIDE



COMPELLING COST STRUCTURE

100% OWNED CULTIVATION
ASSETS; STATE-OF-THE ART
AND GEOGRAPHICALLY
CONCENTRATED



DEVELOPING A ROBUST RETAIL, DELIVERY AND DISTRIBUTION NETWORK

STRONG ACCESS TO CUSTOMER
TOUCH AND SHELF SPACE TO
DRIVE BRAND AWARENESS AND
PLACEMENT



TOP ESG PLAY IN CANNABIS

95% LOWER CO₂ EMISSIONS
AND ENERGY USE THAN THE
AVERAGE INDOOR GROW



WE ASPIRE
TO BE THE

1

CANNABIS
COMPANY

IN THE

1

MARKET IN
THE
WORLD



MISSION

BECOME THE LARGEST AND MOST
PROFITABLE VERTICALLY-INTEGRATED
CANNABIS COMPANY IN CALIFORNIA,
DELIVERING BRANDS TO CONSUMERS
ACROSS ALL SEGMENTS

CALIFORNIA: HIGH GROWTH & CONSOLIDATION POTENTIAL



> 30 M
ADULTS ¹



> 260 M
TOURISTS ²



~ 4,600
CULTIVATORS ³



~ 1,000
DISTRIBUTORS ³



~ 1,200
RETAILERS ³



> 600
BRANDS ⁴

1. Source: <https://www.census.gov/quickfacts/CA>, the number of adults over 18 years of age.

2. Source: <https://industry.visitcalifornia.com/research/travel-forecast>, 2023 data.

3. Source: <https://search.cannabis.ca.gov>, as July 31, 2024.

4. Source: Headset, the number of brands selling flower, pre-rolls, edibles and/or vape products with sales greater than \$30k during Q2 2024.

UNMATCHED CAPACITY AND STRATEGIC RETAIL FOOTPRINT



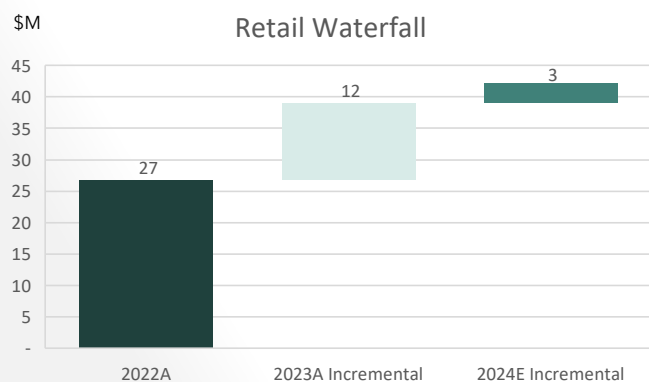
Our retail landscape consists of 10 stores strategically positioned across California, and includes The Farmacy, NHC and The Pottery

- The Farmacy locations: Santa Barbara, Santa Ana, Berkeley, Isla Vista and Santa Ynez
- NHC locations: Grover Beach, Lemoore, Morro Bay and Turlock.
- The Pottery: Los Angeles

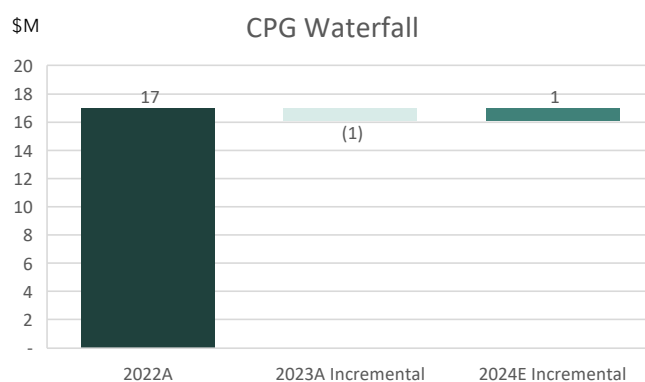
DRAMATIC EXPANSION IN REVENUES ALREADY UNDERWAY



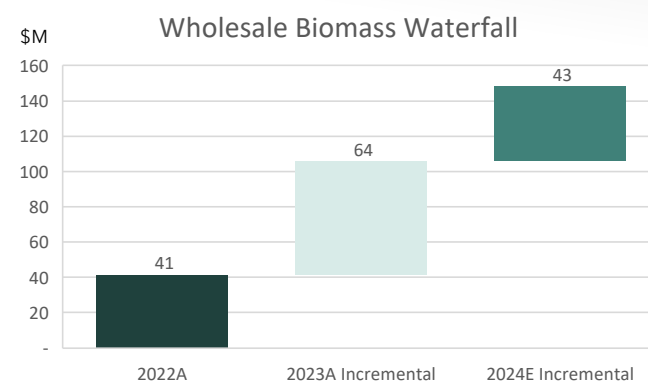
GUIDING FOR A >29% RISE IN REVENUES TO \$205M TO \$210M IN 2024¹



Retail: Transactions at our stores increased by 20% year-over-year on a same store basis in Q2 2024, driven by our retail dispensary strategic pricing plan and strong sales of Allswell flower. The plan is a velocity play focused on improving customer traffic. So far it has exceeded expectations.



CPG: We expect mid-single digit growth in CPG revenue on a year-on-year basis. Strong sales of Allswell flower are providing momentum to our CPG business. Due to the difficult retail landscape, however, our strategy of shipping only to retailers that are current on their payments may limit revenue.



Wholesale Biomass: Output from GH5 is driving revenue expansion. Full year 2024 wholesale biomass output is projected to be 575K to 585K versus 357K in 2023, an increase of 63% at the mid-point of guidance.

¹ Based on the mid-point of FY 2024 Guidance, as found in our Q2 2024 earnings release. Full-year 2024 guidance is: 1) Wholesale biomass sales of \$146 million to \$151 million; 2) Retail revenue of about \$42 million; 3) Wholesale CPG revenue of about \$17 million. Please see Forward-Looking Disclosures Statement on Slide 2.

STRONG BRANDS ACROSS KEY MARKET SEGMENTS



NEW!
MADE WITH SOLVENTLESS ROSIN

Find Your Just Rosin

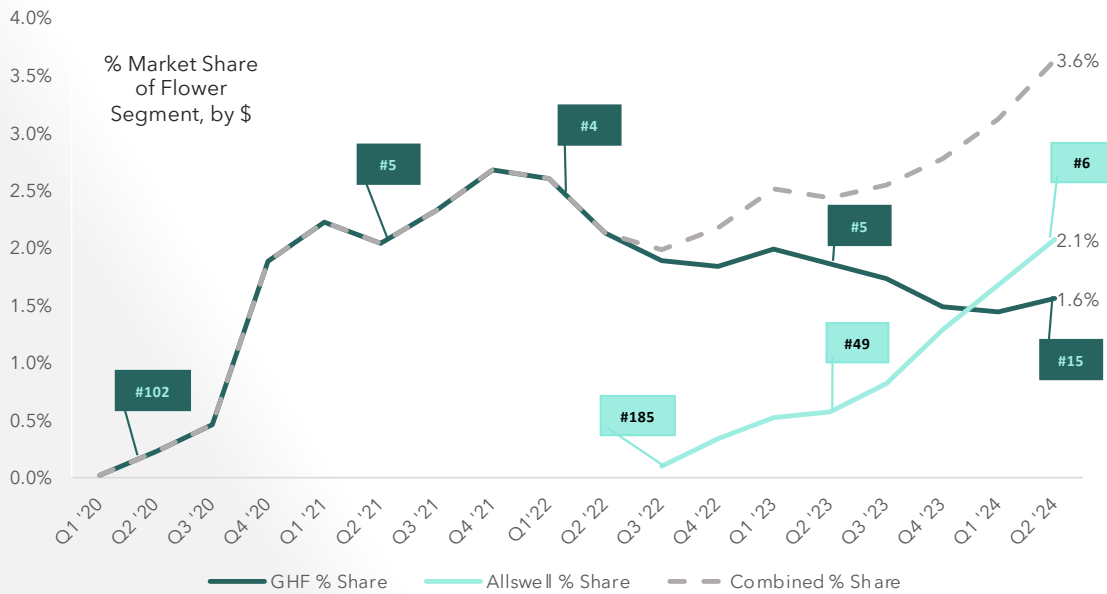
- FULL-SPECTRUM
- BETTER FOR YOU
- 100% VEGAN



COMPETING IN THE CALIFORNIA FLOWER SEGMENT



LAUNCHING ALLSWELL IN Q3 '22 HELPED GLASS HOUSE BRANDS QUICKLY ADAPT IN A HIGHLY COMPETITIVE CALIFORNIA FLOWER MARKET



- ❖ The Retail and CPG markets are distressed, and many retailers are not current on payments, reducing the reliability of 3rd party POS-based rankings, in our view.
- ❖ Flower is a fragmented market with more than 600 brands competing for share. Currently, price drives demand.
- ❖ The share shown here for Glass House Farms and Allswell is retail share. We have maintained a strategy of only shipping to stores that are current on payments. This approach has kept our accounts receivables risk low. To the extent that other brands are taking more AR risk (which we believe to be the case), this may help their retail sales, but not cash flow, profit and balance sheet health.
- ❖ Our philosophy as an integrated producer who has the optionality of selling through our CPG channel or via wholesale is that we are not in business to give our biomass away.
- ❖ Over the past two years, demand has shifted to the 'value' segment as consumer demand has become more price sensitive.
- ❖ Allswell has not cannibalized Glass House Farms demand; rather it has been a rational and successful adaptation to a highly competitive market.



UNMATCHED CAPACITY & LOW-COST PRODUCTION

- Q2 2024 production from the newly retrofitted Greenhouse 5 outstripped our expectations in terms of quantity and quality
- At this early stage, Greenhouse 5 is already our most efficient greenhouse



5.5M SQ. FT. OF HIGH TECH, BEST IN CLASS, CONTROLLED ENVIRONMENT GREENHOUSES
INDOOR QUALITY AT CLOSE TO OUTDOOR COSTS



UNMATCHED CAPACITY

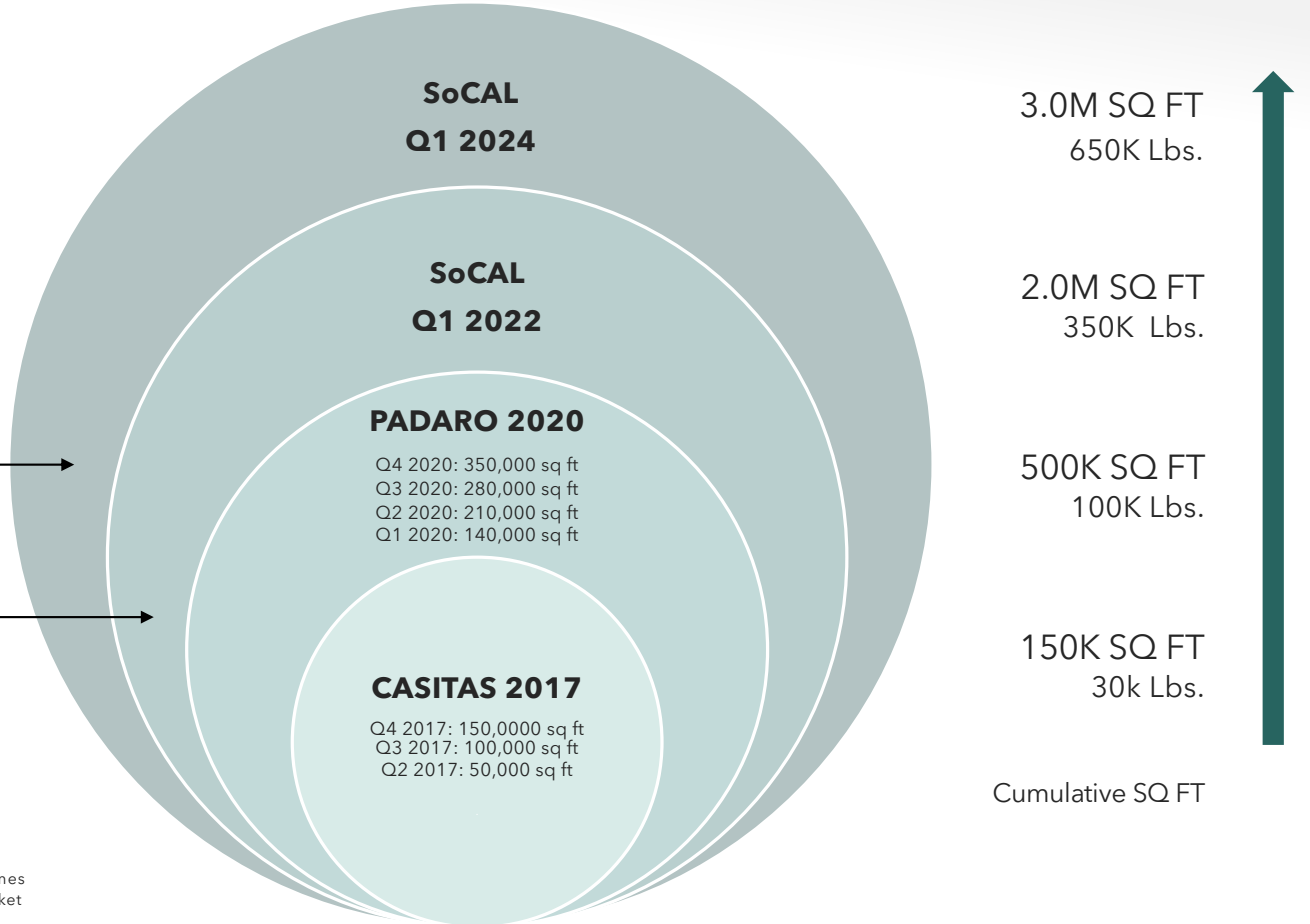
- 165-acre property in Southern California (SoCAL)
- Planned 5.5M sq ft of cultivation across 6 state-of-the-art greenhouses to be built out in 3 Phases.
- 1.5M dry pounds of cannabis per annum after full greenhouse conversion

Phase 2: +1.0M SQ FT

- 1 greenhouse and expansion of nursery completed in Q1 2024¹

Phase 1: +1.5M SQ FT

- 1 nursery and 1 greenhouse, retrofit completed in 2022



1. Graphic components showing future potential is forward looking information and assumes sufficient capital for conversion, the availability of additional licenses, and supporting market conditions. The square foot measurement represents green house facility size. Please see Disclaimers on Slide 2.

OPERATIONS: UNMATCHED COST STRUCTURE



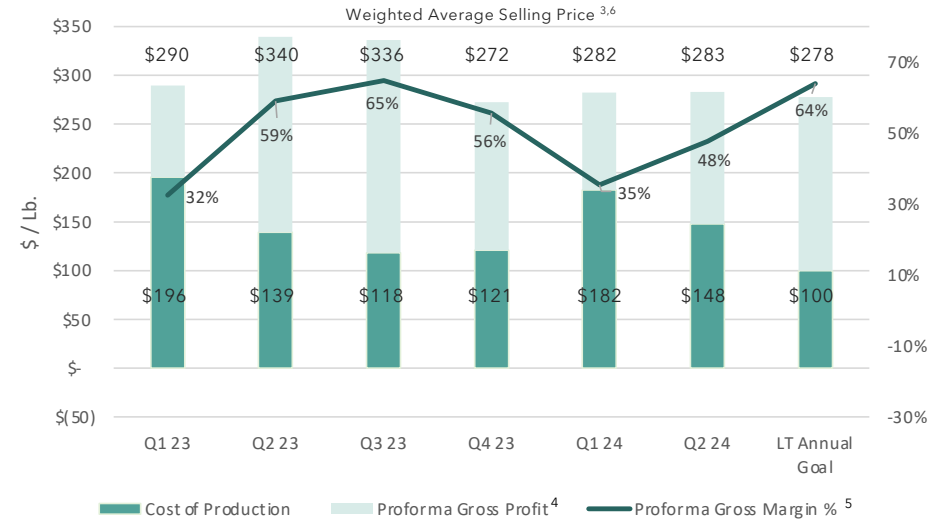
PRO FORMA WHOLESALE BIOMASS ECONOMICS¹

Declining cost of production leads to improving gross margins

Cost of Production²



Cultivation Proforma Economics



1. This table includes forward-looking information that is disclosed using non-GAAP measures. These non-GAAP measures are described in the notes below. For more information on non-GAAP measures and forward-looking statements, please see Disclaimers on Slide 2.
2. Cost of Production includes all expenses from nursery & cultivation to curing & trimming at which point the product is ready for sale as wholesale cannabis or to be transferred to CPG. 2023, Q1 2024 and Q2 2024 costs are all actual. Q3 2024, Q4 2024 & 2024 Full Year cost are based on company guidance.
3. Weighted Average Selling Price = the individual selling price for flower, smalls and trim multiplied by the mix of product for each product sold.
4. Proforma Gross Profit = Weighted Average Selling Price minus Cost of Production.
5. Proforma Gross Margin = Proforma Gross Profit divided by Weighted Average Selling Price
6. The mid-point of our Full Year 2024 projected weighted average selling price of between \$275/lb. to \$280/lb. is used for proforma Gross Margin calculation for 'Long Term Annual Goal'. Cost of production is typically highest in Q1 and Q2 due to a seasonal decline in pounds produced. We expect to produce about 575,000 to 585,000 pounds of wholesale biomass in 2024, with 36% in the first half and 64% in the second half, based on the midpoint of guidance.
7. The purpose of this financial analysis is to provide investors with a basis for analysis of the Company's proforma cost structure. Readers are cautioned that the information may not be appropriate for other purposes.

THE FARMACY



THE FARMACY - SANTA BARBARA



THE FARMACY - BERKELEY



THE FARMACY - SANTA ANA



THE FARMACY ISLA VISTA



THE FARMACY SANTA YNEZ



NATURAL HEALING CENTER & THE POTTERY



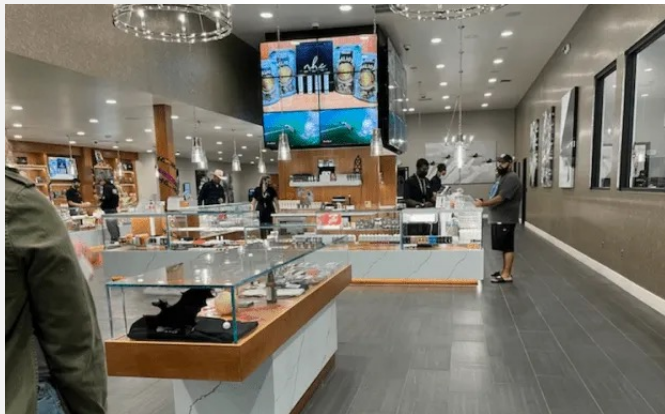
NHC - GROVER BEACH



NHC - MORRO BAY



NHC - LEMOORE



NHC - TURLOCK



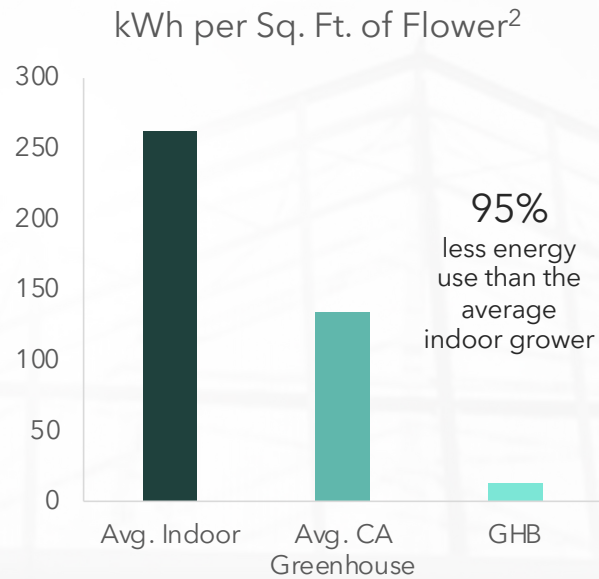
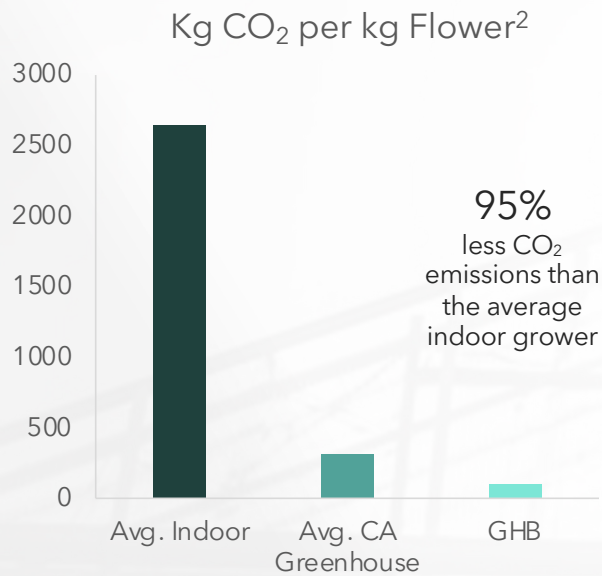
THE POTTERY - LOS ANGELES



ESG AS A STRATEGIC AND COMPETITIVE ADVANTAGE



- **STRATEGICALLY LOCATED IN CALIFORNIA, WHERE GROWING CONDITIONS ARE OPTIMAL**
- **FOCUS ON ENERGY EFFICIENCY WITH SOLAR AND COGENERATION CAPABILITIES**
- **ESG MANDATED U.S. AUM ARE FORECAST TO REACH \$53 TRILLION BY 2025¹**



SUSTAINABLE LEADERSHIP

AWARD WINNER

2020: Stewardship

2021: Energy

1. Bloomberg: <https://www.bloomberg.com/professional/blog/esg-assets-may-hit-53-trillion-by-2025-a-third-of-global-aum/>
 2. Seinerger July-2021, GHB commissioned study

MEET THE GLASS HOUSE TEAM



KYLE KAZAN
Co-founder, Chairman & CEO



GRAHAM FARRAR
Co-founder, President & Board Director



MARK VENDETTI
Chief Financial Officer



HILAL TABSH
Chief Revenue Officer



BEN VEGA
General Counsel & Corporate Secretary



**JOHN
BREBECK**
VP Investor Relations



**BEN
VASQUEZ**
VP Farm Operations



**JACQUELINE
DE GINETET**
VP Sales



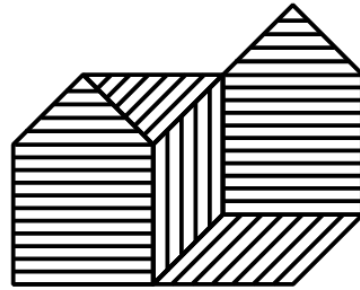
**JENNIFER
BARRY**
VP Retail



**JOSHUA
KARCHMER**
VP Marketing



**WILL
TU**
VP Corporate Controller



GLASS HOUSE
BRANDS

HISTORICAL FINANCIAL DATA

REVENUE AND GROSS PROFIT

REVENUE

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	FY 2022	FY 2023
Retail (B2C)	\$9,373	\$10,073	\$10,058	\$9,574	\$9,921	\$10,885	\$26,731	\$39,078
Wholesale CPG (B2B)	3,715	3,954	4,290	4,103	4,253	3,979	16,770	16,062
Wholesale Biomass (B2B)	14,467	30,638	33,839	26,752	15,926	39,074	41,373	105,696
Total	\$27,555	\$44,665	\$48,187	\$40,429	\$30,100	\$53,938	\$84,874	\$160,836

Sequential % Change

Retail (B2C)	(12)%	7%	—%	(5)%	4%	10%		
Wholesale CPG (B2B)	(1)%	6%	8%	(4)%	4%	(6)%		
Wholesale Biomass (B2B)	(7)%	112%	10%	(21)%	(40)%	145%		
Total	(8)%	62%	8%	(16)%	(26)%	79%		

% Change to Prior Year

Retail (B2C)	93%	108%	56%	(10)%	6%	8%	23%	46%
Wholesale CPG (B2B)	70%	—%	(38)%	10%	14%	1%	(13)%	(4)%
Wholesale Biomass (B2B)	182%	358%	142%	71%	10%	28%	87%	155%
Total	126%	188%	77%	35%	9%	21%	34%	89%

GROSS PROFIT

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	FY 2022	FY 2023
Retail (B2C)	\$5,281	\$5,486	\$5,594	\$5,190	\$5,253	\$5,162	\$11,498	\$21,551
Wholesale CPG (B2B)	1,128	239	241	(385)	1,065	886	76	1,223
Wholesale Biomass (B2B)	6,165	18,647	20,176	13,207	6,208	22,626	9,138	58,195
Total	\$12,574	\$24,372	\$26,011	\$18,012	\$12,526	\$28,674	\$20,712	\$80,969

% of Revenue

Retail (B2C)	56%	54%	56%	54%	53%	47%	43%	55%
Wholesale CPG (B2B)	30%	6%	6%	(9)%	25%	22%	—%	8%
Wholesale Biomass (B2B)	43%	61%	60%	49%	39%	58%	22%	55%
Total	46%	55%	54%	45%	42%	53%	24%	50%

WHOLESALE BIOMASS METRICS

WHOLESALE BIOMASS PRODUCTION AND COST PER POUND

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	FY 2022	FY 2023
Equivalent Dry Pounds of Production	48,099	103,336	101,825	103,462	61,334	149,717	193,723	356,722
% Change to Prior Year	188%	282%	36%	37%	28%	45%	100%	84%
Cost per Equivalent Dry Pounds of Production	\$196	\$139	\$118	\$121	\$182	\$148	\$144	\$136
% Change to Prior Year	(18)%	(12)%	(12)%	(5)%	(7)%	6%	(24)%	(6)%
Ending Operational Canopy (000 sq. ft)	959	959	959	959	959	1,525	959	959

WHOLESALE BIOMASS SOLD AND AVERAGE SELLING PRICE PER POUND

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	FY 2022	FY 2023
Equivalent Dry Pounds Sold	49,923	90,174	100,661	98,199	56,432	137,866	172,392	338,958
% Change to Prior Year	179%	354%	47%	49%	13%	53%	149%	97%
Equivalent Dry Pounds Sold Average Selling Price	\$290	\$340	\$336	\$272	\$282	\$283	\$218	\$312
% Change to Prior Year	54%	43%	65%	15%	(3)%	(17)%	(6)%	43%

Equivalent Dry Pounds Average Selling Price excludes the impact of cultivation tax.

NET INCOME / LOSS

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Revenues, Net	\$27,555	\$44,665	\$48,187	\$40,429	\$30,100	\$53,938
Cost of Goods Sold	14,981	20,293	22,176	22,417	17,574	25,264
Gross Profit	12,574	24,372	26,011	18,012	12,526	28,674
% of Net Revenue	46%	55%	54%	45%	42%	53%
Operating Expenses:						
General and Administrative	11,386	13,055	15,187	13,286	13,528	17,366
Sales and Marketing	652	997	555	634	477	682
Professional Fees	1,500	2,200	1,706	1,898	3,663	1,860
Depreciation and Amortization	3,836	3,570	3,676	3,545	3,716	3,723
Impairment	19,670	1,328	—	31,817	—	—
Total Operating Expenses	37,044	21,150	21,124	51,180	21,384	23,631
Income (Loss) from Operations	(24,470)	3,222	4,887	(33,168)	(8,858)	5,043
Interest Expense	2,080	2,547	2,159	3,033	2,206	2,593
(Gain) Loss on Change in Fair Value of Contingent Liabilities and Shares Payable	3,410	19,100	(4,024)	5,913	6,465	(7,910)
Other (Income) Expense, Net	2,449	1,234	469	219	(94)	118
Total Other (Income) Expense, Net	7,939	22,881	(1,396)	9,165	8,577	(5,199)
Income Taxes	2,374	5,293	6,494	(4,218)	834	203
Net Income (Loss)	\$(34,783)	\$(24,952)	\$(211)	\$(38,115)	\$(18,269)	\$10,039

ADJUSTED EBITDA

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net Income (Loss) (GAAP)	\$(34,783)	\$(24,952)	\$(211)	\$(38,115)	\$(18,269)	\$10,039
Depreciation and Amortization	3,836	3,570	3,676	3,545	3,716	3,723
Interest Expense	2,080	2,547	2,159	3,033	2,206	2,593
Income Tax Expense	2,374	5,293	6,494	(4,218)	834	203
EBITDA (Non-GAAP)	(26,493)	(13,542)	12,118	(35,755)	(11,513)	16,558
Adjustments:						
Share-Based Compensation	1,631	1,532	2,565	1,909	3,272	3,621
Stock Appreciation Rights Expense	—	14	86	119	345	51
(Gain) Loss on Equity Method Investments	2,264	(36)	(91)	(35)	(18)	94
Change in Fair Value of Derivative Asset	(13)	143	93	(195)	(113)	(32)
Impairment Expense for Goodwill	14,144	—	—	23,768	—	—
Impairment Expense for Intangible Assets	5,526	1,328	—	8,049	—	—
Change in Fair Value of Contingent Liabilities and Shares Payable	3,410	19,100	(4,024)	5,913	6,465	(7,910)
Loan Amendment Fee	—	1,000	—	—	—	—
Adjusted EBITDA (Non-GAAP)	\$469	\$9,539	\$10,747	\$3,773	\$(1,562)	\$12,382

SELECT BALANCE SHEET INFORMATION

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Cash and Restricted Cash	\$16,368	\$22,690	\$37,893	\$32,524	\$24,408	\$25,879
Accounts Receivable, Net	2,527	3,589	4,199	3,979	3,008	7,717
Prepaid Expenses and Other Current Assets	4,387	3,837	3,965	3,873	3,455	4,366
Inventory	13,274	15,532	11,961	8,840	11,210	14,503
Notes Receivable	1,301	—	—	—	—	—
Total Current Assets	37,857	45,648	58,018	49,216	42,081	52,465
Operating and Finance Lease Right-of-Use Assets, Net	10,833	12,212	11,178	10,860	10,621	10,713
Long Term Investments	1,982	2,018	2,110	2,327	2,345	2,251
Property, Plant and Equipment, Net	214,202	211,134	212,813	215,686	214,712	215,179
Intangible Assets, Net and Goodwill	53,632	53,394	53,269	21,213	21,007	20,868
Deferred Tax Asset	1,436	1,791	2,017	—	—	—
Other Assets	4,753	4,615	4,571	4,473	4,481	4,367
TOTAL ASSETS	\$324,695	\$330,812	\$343,976	\$303,775	\$295,247	\$305,843
Accounts Payable and Accrued Liabilities	\$24,627	\$28,032	\$27,744	\$26,932	\$29,771	\$33,739
Income Taxes Payable	9,606	14,787	20,691	7,879	8,188	7,712
Contingent Shares and Earnout Liabilities	18,059	32,714	28,684	34,589	41,042	33,132
Shares Payable	8,596	8,595	8,561	8,570	8,581	5,825
Current Portion of Operating and Finance Lease Liabilities	1,193	1,506	1,875	1,839	1,822	1,950
Current Portion of Notes Payable	48	49	50	7,550	7,551	7,552
Total Current Liabilities	62,129	85,683	87,605	87,359	96,955	89,910
Operating and Finance Lease Liabilities, Net of Current Portion	9,755	10,855	9,501	9,224	9,035	8,926
Other Non-Current Liabilities	3,055	3,523	4,315	5,443	5,971	6,624
Notes Payable, Net of Current Portion	62,887	63,632	63,873	56,513	54,883	53,699
TOTAL LIABILITIES	137,826	163,693	165,294	158,539	166,844	159,159
Preferred Equity Series B, C and D	58,299	59,838	72,436	78,153	79,935	81,808
Additional Paid-In Capital, Accumulated Deficit and Non-Controlling Interest	128,570	107,281	106,246	67,083	48,468	64,876
TOTAL SHAREHOLDERS' EQUITY	186,869	167,119	178,682	145,236	128,403	146,684
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$324,695	\$330,812	\$343,976	\$303,775	\$295,247	\$305,843

SELECT CASH FLOW INFORMATION

(in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net Income (Loss)	\$(34,783)	\$(24,952)	\$(211)	\$(38,115)	\$(18,269)	\$10,039
Depreciation and Amortization	3,836	3,570	3,676	3,545	3,716	3,723
Share-Based Compensation	1,631	1,532	2,565	1,909	3,272	3,621
Impairment Expense for Goodwill and Intangibles	19,670	1,328	—	31,817	—	—
(Gain) Loss on Change in Fair Value of Contingent Liabilities and Shares Payable	3,410	19,100	(4,024)	5,913	6,465	(7,910)
Other	2,776	1,885	808	2,479	508	1,326
Cash From Net Income (Loss)	(3,460)	2,463	2,814	7,548	(4,308)	10,799
Accounts Receivable	2,343	(2,078)	(1,124)	687	981	(4,864)
Prepaid Expenses and Other Current Assets	3,369	550	(128)	92	418	(911)
Inventory	(2,324)	(2,008)	3,571	3,122	(2,371)	(3,292)
Other Assets	(48)	(6)	(48)	293	105	71
Accounts Payable and Accrued Liabilities	2,572	4,013	(2,502)	1,902	2,897	7,366
Income Taxes Payable	2,004	5,182	5,904	(12,812)	309	(476)
Other	2	149	573	608	94	207
Working Capital Impact	7,918	5,802	6,246	(6,108)	2,433	(1,899)
Operating Activities Cash Flow	4,458	8,265	9,060	1,440	(1,875)	8,900
Purchases of Property and Equipment	(1,090)	(205)	(4,939)	(6,075)	(2,405)	(3,912)
Other	(45)	(233)	56	(183)	—	—
Investing Activities Cash Flow	(1,135)	(438)	(4,883)	(6,258)	(2,405)	(3,912)
Proceeds from the Issuance of Preferred Shares and Notes Payable	343	(1)	10,901	4,120	—	—
Payments on Notes Payable, Third Parties and Related Parties	(12)	(13)	(13)	(658)	(1,888)	(1,890)
Distributions to Preferred Shareholders	(1,367)	(1,376)	(1,647)	(1,940)	(1,937)	(1,936)
Other	(63)	(115)	1,785	(2,073)	(11)	309
Financing Activities Cash Flow	(1,099)	(1,505)	11,026	(551)	(3,836)	(3,517)
Net Increase (Decrease) in Cash, Restricted Cash and Cash Equivalents	2,224	6,322	15,203	(5,369)	(8,116)	1,471
Cash, Restricted Cash and Cash Equivalents, Beginning of Period	14,144	16,368	22,690	37,893	32,524	24,408
Cash, Restricted Cash and Cash Equivalents, End of Period	\$16,368	\$22,690	\$37,893	\$32,524	\$24,408	\$25,879

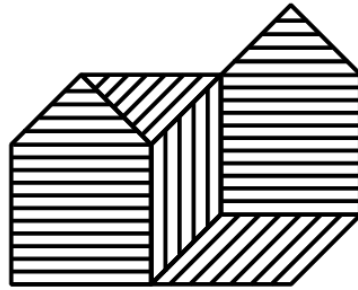
EQUITY TABLE

(in thousands, except share price)	Q2 2024	Q1 2024	Change	Comments
Total Equity and Exchangeable Shares	74,370	71,230	3,140	Exercise of RSU's, ISO's NQSO's and bonuses paid in shares
Warrants				
Series D	2,980	3,000	(20)	Exercise price of \$6.00 with an expiration date of August 2028
Series C	1,000	1,000	—	Exercise price of \$5.00 with an expiration date of August 2027
Series B	9,877	9,900	(23)	Exercise price of \$5.00 with an expiration date of August 2027
Series A	—	2,654	(2,654)	Expired in June 2024
SPAC	30,665	30,665	—	Exercise price of \$11.50 with an expiration date of June 2026
Total Warrants	44,522	47,219	(2,697)	
Stock Options				
Stock Options	1,199	1,370	(171)	Exercise Price between \$2.26 and \$4.60 with expiration dates from October 2024 to October 2026
RSUs	3,743	3,731	12	Up to 3-year vesting through 2026
Total	4,942	5,101	(159)	
Share Price at Quarter End				
Share Price at Quarter End	\$7.21	\$8.00	\$(0.79)	
Convertible Debentures				
Series A	\$11,895	\$11,895	\$—	8% semi annual interest, cash or shares, higher of 10 day VWAP 5 trading days prior to pay date or \$4.08, Maturity 4/15/27
Series B	4,111	4,111	—	8% semi annual interest, cash or shares, lower of 10 day VWAP 5 trading days prior to pay date or \$10.00, Maturity 4/15/27
Total Convertible Debentures	\$16,006	\$16,006	\$—	
Number of Shares if Converted Assuming Share Price at Quarter End	2,220	2,001	219	

NOTES PAYABLE AND PREFERRED EQUITY

(in thousands)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Comments
Notes Payable						
Secured Credit Facility	\$50,000	\$50,000	\$49,375	\$47,500	\$45,625	Maturity is 11/30/26
Series A	11,895	11,895	11,895	11,895	11,895	8% semi annual interest, cash or shares, higher of 10 day VWAP 5 trading days prior to pay date or \$4.08, Maturity 4/15/27
Series B	4,111	4,111	4,111	4,111	4,111	8% semi annual interest, cash or shares, lower of 10 day VWAP 5 trading days prior to pay date or \$10.00, Maturity 4/15/27
Plus Convertible Debt	16,006	16,006	16,006	16,006	16,006	
Other	(2,325)	(2,085)	(1,318)	(1,072)	(380)	Mostly original issue discount
Notes Payable Total	\$63,681	\$63,921	\$64,063	\$62,434	\$61,251	
Preferred Equity						
Series B	\$54,519	\$56,069	\$57,545	\$59,172	\$60,881	Currently at 20% dividend with 10% cash payment
Series C	5,319	5,467	5,608	5,763	5,927	Currently at 20% dividend with 10% cash payment
Series D	—	10,900	15,000	15,000	15,000	Currently at 15% dividend with 15% cash payment
Preferred Equity Total	\$59,838	\$72,436	\$78,153	\$79,935	\$81,808	
Cash Payments						
Debt Amortization	\$13	\$13	\$638	\$1,888	\$1,889	\$625K per month
Cash Interest	1,569	1,582	2,648	1,511	1,467	Currently 12% interest rate on the secured credit facility, index is Prime +8.50%, min. 10%, max. 12%
Debt Service	1,582	1,595	3,286	3,399	3,356	
Series B	1,250	1,250	1,250	1,250	1,247	10% annual rate until 2/28/27 when it increases to 20%
Series C	125	125	125	125	125	10% annual rate until 6/30/27 when it increase to 20%
Series D	—	272	565	563	563	15% annual rate until 8/24/28 when it increase to 20%
Preferred Equity Dividends	1,375	1,647	1,940	1,938	1,935	
Total Debt Service and Dividends	\$2,957	\$3,242	\$5,226	\$5,337	\$5,291	
Dividend Rates for Series B, C, and D						
			22.5%	25.0%	20.0%	
Series B			8/31/2024	8/31/2025	2/28/2027	Currently at 20% dividend with 10% cash payment
Series C			12/30/2024	12/30/2025	6/30/2027	Currently at 20% dividend with 10% cash payment
Series D					8/24/2028	Currently at 15% dividend with 15% cash payment

*Dividend in excess of cash dividend is paid out as PIK, outstanding preferred equity balance compounds quarterly.



GLASS HOUSE
BRANDS

CBOE CANADA: GLAS.A.U

OTCQX: GLAS.F

BOARD OF DIRECTORS



KYLE KAZAN

- Co-founder, Chairman & CEO of Glass House Group
- 30+ years of successful Private Equity & investment experience with focus on real estate
- Launched 23 PE funds, over \$2.75B current value owned & managed properties
- Joined cannabis industry in 2016, co-founding what would become Glass House Group
- Former law enforcement officer & special ed teacher
- Frequent guest professor in business; graduate of and former varsity basketball player for USC



GRAHAM FARRAR

- Co-founder, President & Board Director of Glass House Group
- 20+ years of serial entrepreneurship, including taking two companies public
- Part of original/founding teams at Software.com, Sonos, & iStoryTime Inc. (zuuka)
- Joined cannabis industry by founding Elite Garden Wholesale, an ag-tech hydroponics supply company
- Board member of Seacology, Heal the Ocean, and Santa Barbara Bowl Foundation



JOHN 'JAY' NICHOLS JR.

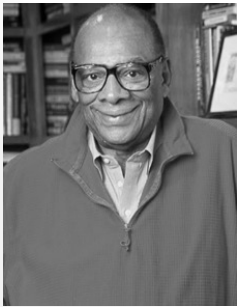
- Four decades of experience in corporate strategy, operations and finance
- Former Chairman of the Board and Interim CEO at Protective Insurance Company; oversaw the acquisition of the company by Progressive Insurance Company
- Former CEO of Axis Reinsurance Ltd.
- 15 years at RenaissanceRe Holdings Ltd, eventually serving as President of RenaissanceRe Ventures; spearheaded the company's growth via strategic acquisitions and accessing third party capital through joint ventures
- Held senior executive and financial reporting positions at Hartford Steam Boiler and Monarch Life Insurance Company, and international forensic accounting firm, Matson, Driscoll & Damico.



HECTOR DE LA TORRE

- Veteran public servant with significant government and nonprofit experience
- Early, vocal advocate for cannabis policy reform
- Current member and former Chair of LA Care - largest public health plan in the US
- Trustee and co-chair of the Obama Scholars Advisory Council at his alma mater Occidental College in Los Angeles
- Assembly appointee member of the California Air Resources Board
- Served in the California State Assembly from 2004 to 2010, representing the largely Latino 50th District in southeast LA County
- Chaired the Budget Subcommittee on Health and Human Services, the Rules Committee, and helped create and chair the Accountability and Administrative Review Committee during his tenure

BOARD OF DIRECTORS



GEORGE RAVELING

- First African American basketball coach in the Pac-8 (now Pac-12); head coach at Washington State, University of Iowa, & USC; assistant coach of medal-winning 1984 and 1988 US Olympic teams
- Nike's former Director of International Basketball; former commentator for Fox Sports & CBS
- Inducted into Naismith Memorial Basketball Hall of Fame, National Collegiate Hall of Fame; recipient of John W. Bunn Lifetime Achievement Award
- Author of two books; co-founder (w/Michael Lombardi) of The Daily Coach leadership program
- B.S. in Economics from Villanova University, where he is also in the Villanova Hall of Fame



HUMBLE LUKANGA

- Founder of Life Line Financial Group, premiere wealth management firm servicing some of the best-known performers & leaders in business, sports & entertainment
- Trustee of the University of New Mexico; Board Director for several companies & foundations
- B.A. & M.B.A. University of New Mexico; certified CFP; UCLA Personal Finance Planning degree
- Named to The Hollywood Reporter's Top Business Managers list for 3 years running; New Mexico Business Weekly's "Top 40 Under 40"



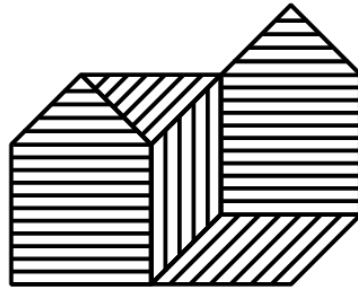
JOCELYN ROSENWALD

- Co-founder and Board Director of Glass House Group
- Veteran of real estate investment industry; most recently, successfully managed \$500M portfolio
- Since 2016, supervised operations of the 4 funds that would become Glass House Group
- B.A. University of Pennsylvania; M.A. in Education, Hunter College; M.B.A. UCLA Anderson School of Business
- Teach for America alumna, founding teacher at KIPP Star Elementary School



YELENA KATCHKO

- Attorney and founding partner of Katchko, Vitiello & Karikomi, PC, a well-regarded law firm located in Los Angeles, California with an authentic and deep-rooted presence in the local cannabis industry
- As leader of KVK's cannabis practice, Yelena handles transactional, commercial, licensing, and regulatory compliance matters within the cannabis sphere
- Began representing medicinal cannabis clients in the City of Los Angeles in 2010 and has become one of the industry's most recognized names.
- Serves as the Vice Chair of Programming for the LA County Bar Association - Cannabis Section and as affiliate counsel for the United Cannabis Business Association which was built by the leaders of the California cannabis industry



GLASS HOUSE
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