

Canadian Equity Research

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Industry Update

Canaccord Genuity hosts its inaugural US Cannabis Symposium in Toronto

On Thursday, October 18, Canaccord Genuity held its inaugural US Cannabis Symposium in Toronto, with over 40 US cannabis companies and more than 650 investors in attendance. Presenting companies included a wide breadth of operators, including (1) large-scale multi-state cannabis companies in the midst of expanding their operations to an increasing number of states regulating/implementing legal cannabis platforms; (2) CBD-focused producers; (3) premium cultivators/manufacturers; (4) emerging brands and product developers; (5) IT and logistics providers; and (5) other areas of the value chain ranging from R&D to security services to distribution. One of the key themes during the company presentations this year centred on the importance of building strong consumer brands. Many of the presenting companies have shifted focus from what a year ago was a desire to obtain scale and licenses, to now a concerted effort to build industry-leading brands. As cannabis regulation in the US continues to develop and take shape, we believe new competition will look to enter the space. We believe having an established, leading brand with top consumer mind share will be key in supporting the growth prospects of the industry leaders. We came away from our US Cannabis Symposium impressed with the level of sophistication and focus in building leading cannabis brands by many of the companies in attendance.

In addition to company presentations (refer to the subsequent pages of this note), the symposium included a keynote address from a panel of three industry insiders: Afzal Hasan (President of CannaRoyalty); George Scorsis (CEO of Liberty Health Sciences); and Julius Kalcevic (CFO of iAnthus Capital Holdings). The panel discussed a variety of topics, from building cannabis brands in the US, to multi-state expansion considerations. Key highlights included the following:

Highlights

- **Branding matters.** As markets in the US continue to grow and the cultivation of cannabis becomes commoditized, we believe establishing a recognized consumer brand will become increasingly important. As a result, consumers are likely to eventually settle with producers that provide a wide variety of product forms in a consistent manner with sufficient distribution to build brand awareness in each respective market (as opposed to those who can build the largest facilities the fastest).
- **Execution matters.** Although many US multi-state operators are beginning to amass assets in an increasing number of geographies, the panel stressed the importance of execution over just size and scale alone. Due to the different challenges in each state when it comes to regulatory compliance, zoning, staffing, banking, accounting, etc., the execution risk of many operators is likely moderate to high as M&A in the space continues to heat up. Investors should keep a keen eye on management execution and the integration of these assets as a key differentiator in the space.
- **Regulatory environment matters.** When expanding to additional US regions, the panel made it clear that not all states are equal when it comes to navigating what are typically very complex regulatory landscapes. Although population is a useful indicator for assessing the overall potential size of a region, just as importantly, we think investors should also focus on how many licenses have been (or will be) issued; the timing and likelihood of recreational optionality; the alignment of state regulations with local municipalities; and the ability to become vertically integrated.

Highlights from the 2018 CG US Cannabis Symposium

On Thursday, October 18, Canaccord Genuity held its inaugural US Cannabis Symposium in Toronto, with over 40 US cannabis companies and 650 investors in attendance. Presenting companies included a variety of large-scale multi-state operators, CBD focused producers, premium cultivators/manufacturers, emerging brands, product developers and other areas of the value chain ranging from security services to distribution.

Below is a summary of the highlights and key takeaways from individual company presentations:

Trulieve Cannabis Corp (TRUL-CSE: C\$17.00 | SPECULATIVE BUY, C\$24.00 target)

Trulieve's CEO, Kim Rivers, provided an overview of the company's current market position, its initiatives and future growth strategy for the company. Ms. Rivers stated that Trulieve is a market leader in the Florida cannabis space and provided several key metrics including customer base (94,000) vs. overall active patients (135,000), dispensary footprint in the state (currently maintaining 20 of 58 active dispensaries) and mg sold and dispensing 60-80% of all cannabis sold in Florida. The company currently ships in excess of \$55,000 of product per week and has serviced over 2,000 patients through its call center, with both figures expected to increase as Trulieve brings online its new 127,000 sq. ft cultivation facility by the end of the year. Trulieve also plans to expand its retail footprint to 30 stores by January 2019 and offer loyalty points for access and usage of its mobile app. Moving forward, Trulieve plans on cementing its spot as Florida's number 1 choice for cannabis whilst engaging in acquisitions in eastern US States that share similar values as well as structures to its own.

Flow Kana (Private)

Flow Kana's CEO, Michael Steinmans, highlighted the company's strategy of creating a branded supply chain focusing predominantly on the California medical and adult-use market. Mr. Steinmans noted California as the largest and most disaggregated cannabis market in the U.S. today, with a population of ~40 million and over 6,000 licensed cannabis businesses; he believes that supply chain management will be a focus for the companies operating in the state. Flow Kana aims to provide a processing arm that takes raw materials and processes them into finished goods coupled with a distribution arm that takes finished goods and places them on shelves.

C21 Investments Inc. (CXXI-CSE: C\$1.15, Not Rated)

Robert Cheney, CEO, outlined his strategy to take CXXI from the two states it currently operates in to nine states by the end of 2019. Mr. Cheney believes CXXI currently owns and operates Nevada's number 1 retail location out of Reno, Nevada, generating \$2.5M in revenue monthly and is set to open its second Nevada location in Fernley, Nevada in November 2018. The Fernley location neighbours several corporate headquarters, the likes of which include Tesla. The 6,000-square foot dispensary will be the only brick and mortar cannabis store within a 40-mile radius. The company also operates in the Oregon cannabis space, having acquired five dispensaries to date, with 10 more in the pipeline whilst distributing its products to as many as 500 dispensaries in the state. Ultimately, Mr. Cheney highlighted that the

company maintains focus on the development of its brand and wholesale strength and believes these to be the factors that will help C21 Investments prove out as a notable cannabis player in its operating states.

Sunniva Inc. (SNN-CSE: C\$4.94 | Restricted)

Sunniva's CEO, Anthony Holler, provided an overview of Sunniva's operations, including Natural Health Services, which the company acquired in 2017 and according to Mr. Holler, is Canada's largest referral network of medical cannabis patients to licensed producers. The company also provided an update on its California Campus extraction lab (expected to generate revenue in Q4 2018) and its onsite dispensary (expected to be operational by Q1 2019). Furthermore, Mr. Holler highlighted the company's recently announced intent to acquire Oakland Vision, a California-licensed cultivation and genetics facility. The company intends to utilize the genetic strains, clean clones, and its proven cultivation team to assist in its production operations in California.

Green Thumb Industries (GTII-CSE: C\$21.40 | Not Rated)

GTI CEO, Ben Kovler, highlighted GTI's two-part business: (1) a house of brands tailored to meet consumer demands; (2) a high growth retail chain expansion under the "Rise" branded umbrella of stores. Mr. Kovler highlighted the company's focus on the scale of its manufacturing and distribution business with limited focus on cultivation as it is the company's view that value is created in the production and branding of the product. Mr. Kovler explained that by splitting the business into two factions, GTI is able to "buy from everyone and sell to everyone", increasing the breadth of GTI's exposure. With (1) eight production facilities in eight states representing a market of 94 million people and (2) 14 dispensaries and licenses spread through several east coast states bringing total dispensaries to 59 locations, Mr. Kovler views GTI as having the pieces in place to capture significant market share in several coveted states.

Glass House Farms (Private)

Glass House Farms CEO, Kyle Kazan, along with co-founder Graham Farrar, outlined the company's mission to become a notable player in the California cannabis market. Mr. Kazan outlined the company's plan to cultivate all its products in California and use this as a base to ship across state borders once regulations permit. In pursuit of this, Glass House has built phase 1 of its greenhouse facility, spanning 150,000 sq. ft, with phase II to follow in the coming periods, bringing online an additional 355,000 square feet of growth space.

Dionymed (Private)

Dionymed CEO, Edward Fields, highlighted the company's current position as a distributor to 752 retailers in the states of Oregon and California – representing placement in ~70% of stores throughout the states. Mr. Fields highlighted the company's competitive advantage being its ability to effectively use data points attained from retail operations in its product development efforts. Mr. Fields also spoke to the company's "direct-to-consumer" initiative, wherein Dionymed operates a fleet of vehicles that will deliver customer orders within 43 minutes of the order being placed by phone. The initiative has resulted in 1,500 deliveries per day and, according to Mr. Fields, aids in the company developing its brand. Lastly, Edward outlined the company's expansion plans into other states, eyeing Nevada, Illinois, Michigan and New Jersey as target markets.

Halo Labs (HALO-NEO: C\$0.42 | Not Rated)

The CEO of Halo Labs, Karen Sidhu, offered a review of the company's current presence in Oregon as well as Nevada and California, while outlining its two main initiatives going forward: access to the Canadian market and its proprietary product, the "Dab Tab." Currently, Halo Labs has a 12,000-square foot facility in Oregon from which it produces the oils/concentrates necessary to maintain a 20% market share in Oregon. The company has two additional facilities in Nevada and California that are 8,000 square feet and 9,400 square feet, respectively. The company has engaged in a strategic partnership with an undisclosed Canadian LP to build a 15,000-square foot facility by late 2019. The company is also ready to bring its "Dab Tab" product to market; "Dab Tab" eases the process by which users can vaporize their concentrate.

Hardcar Security (Private)

Todd Kleperis, CEO of Hardcar Security, provided an overview of the company's strategy and operations in the secure transportation of cannabis and cash from the legal purchase of cannabis. Mr. Kleperis noted that the company is California's first legal armed cannabis and cash company and operates a fleet of cars with advanced technology including camera records, hidden weapon detection, and security personnel. The company focuses on the California market and currently has 30-35 customers, which, according to Mr. Kleperis, have each signed a three-year contract with Hardcar Security. The company currently has operations in California, Florida, Nevada, and will be expanding into Massachusetts.

iAnthus Capital Holdings, Inc. & MPX Bioceutical Corp (IAN-CSE: C\$7.49 | SPECULATIVE BUY, C\$9.00 target; MPX-CSE: C\$1.14 | HOLD, C\$1.25 target)

iAnthus CEO, Hadley Ford, began his presentation with the announcement of the acquisition of MPX Bioceutical Corp by iAnthus Capital Holdings, Inc, the first public to public merger transaction in the US cannabis space. Mr. Ford stated the transaction was driven by the fact that "footprint matters" and by undergoing this transaction the company is now in 10 states representing 112 million people. The combined entity would have the licensing rights to 14 cultivation/processing facilities and 56 dispensaries. The acquisition of MPX represents the 17th transaction the company has undergone in the last 24 months (12 of which have occurred in the last 12 months) and Mr. Ford stated iAnthus will continue to seek out growth opportunities with ~C\$58M of cash on hand. Mr. Ford stated the deal is expected to close in January 2019.

MariMed, Inc. (MRMD-OTC: US\$4.81 | Not Rated)

Robert Fireman, CEO of MariMed, presented the company's strategy to enter into multiple U.S. states. The first part of this plan is to win licenses in the East Coast States due to their more stringent licensing policies. Mr. Fireman believes MariMed can outshine its competitors when these licenses go to tender as they were able to get 2 of 4 pilot licenses in the state of Delaware. As the company builds out its licensing profile, it is also building a combined 300,000 square feet of cultivation space spread over six facilities with five more facilities in the pipeline.

Loudpack Farms (Private)

Loudpack CEO, John Cochran, spoke to the company's strategy of buying directly from cultivators and selling to retailers, with the company carving out its business at the manufacturing stage. Loudpack plans on being the number one distributor to retailers by actively managing its portfolio of cannabis and offering a tailored product suite to each individual retailer, contingent on its consumer demographics. In the event of

supply constraints, Loudpack has developed a minimal cultivation operation to hedge against supply constraints. Going forward, Loudpack plans on identifying partners not interested in the manufacturing process in the states in which it lacks presence or obtaining licenses to perform manufacturing in the states where it does not have suitable partners.

Cura Cannabis Solutions (Private)

Cura CEO, Cameron Forni, outlined his plan to target the cannabis oils market, which he stated is anticipated to represent 25-30% of the overall cannabis market. Cameron stated that the company operates under the policy of dominating the markets it is in before moving on to the next. In keeping with this philosophy, Cura became the number one provider of oils in Oregon, California and Nevada, and has now set its sights on the Arizona market, having secured \$680,000 in orders within the first four days. Cura plans to increase its 22,500 daily product sales by entering Michigan within 60 days and Massachusetts within 120 days.

Dixie Brands (Private)

Dixie Brands CEO, Chuck Smith, discussed the company's transformation from delivering low dosage products to a major player in the fast growing, cannabis wellness segment. Mr. Smith stated that he believes the fastest growing segment within the cannabis space is usage amongst individuals ages 55+, and these users are focused on wellness-related products. As such, Dixie has focused on developing a more diverse product suite tailored towards attracting this market. The company currently offers products in Colorado, California, Nevada and Maryland with plans to expand to 4 to 8 additional states within 12 months. The company has also focused efforts on developing a pet CBD wellness line, under the banner "Therabis", to be at the forefront of a market it anticipates could be fairly robust in the coming years.

Phivida Holdings (VIDA-CSE: C\$0.69 | Not Rated)

Phivida CEO Jim Bailey led the presentation, showcasing the company's recently launched brand Oki, as well as the rebranded Vida products. Oki is Phivida's consumer/retail brand, with four SKUs of both tea and water containing 10 mg of active hemp extract per bottle. The brand also has a line of tinctures containing active hemp extract. The brand Vida is the company's medical line of products which also manufactures tinctures containing active hemp extract. Phivida is currently focused on expanding distribution, particularly within natural/specialty retailers, as the company has a distribution agreement with Acosta and is targeting 1,600+ stores nationally to sell its line of products in the near-to-medium term.

Holistic Industries (Private)

John Genderson, CEO of Holistic, presented a detailed overview of the company, which is a multi-state operator with vertically integrated licenses in multiple east coast states and California. Holistic operates the Liberty chain of dispensaries, selling products under the same company-owned brand. The company is expecting robust growth within its current operations and expects to generate revenue of \$124 million in 2019. Holistic has a solid pipeline for expansion, and is currently exploring expansion into Michigan, Oregon, Florida, Connecticut, New Jersey, West Virginia and Ohio.

Golden Leaf Holdings (GLH-CSE: C\$0.22 | Restricted)

Golden Leaf Holdings Director John Varghese provided an overview of the company's operations in Canada, Oregon, Nevada, and California. The company operates seven retail stores on Oregon, one store in California (upon closing of the SCG acquisition)

and has submitted applications for five stores in Nevada. The company believes in the importance of building brands and currently sells products branded under Golden, Chalice Farms, and Left Coast Connection.

Have a Heart (Private)

Have a Heart founder and CEO, Ryan Kunkel, highlighted the strategy utilized by the company to achieve 5.5% revenue growth year-over-year for the last eight years. He spoke to the company's desire to remain solely a retail operator, with the objective to carry >2,000 SKUs per retail store. Through studying consumer behavior in his stores, Mr. Kunkel discovered that store design was the primary driver for gaining social media posts from his consumers and therefore contracted one of the former designers of Disneyland to perform 16 unique designs for the company's brick and mortar locations. This resulted in the company becoming the number 1 retailer in Washington State and earning \$8,484 in net sales per square foot over a 5-store average. The company plans to expand its retail footprint from 12 stores currently to 18 by the end of the year, and 55 by the end of 2019.

Harvest (Private)

Harvest CEO Steve White provided a company update, detailing the history of the company while also providing an outlook of Harvest's strategy in the near-to-medium term. Founded in 2011, Harvest has successfully expanded its operations to 10 states, mainly through the winning of state licenses. Excluding Florida, Harvest has only spent approximately \$18 million on securing licenses. Over the near-to-medium term, Harvest will continue to expand its footprint across the United States as the company believes it has a great opportunity to acquire licenses at an attractive price.

CannaRoyalty (CRZ-CSE: C\$8.42 | SPECULATIVE BUY, C\$8.75 target)

CannaRoyalty CEO Marc Lustig provided an overview of the company's operations in the state of California. Currently, the company owns five of its own brands, but handles the distribution for up to 53 other brands within the state. At the current pace, the company believes it can add between one and two brands to its product suite per week, all of which it ships to the 450 dispensaries within its network. Mr. Lustig stated that the company is in 75% of all dispensaries in the state of California and has set its sights on increasing its penetration to >80% of all dispensaries in California by the end of year. Mr. Lustig ended by recapping the company's acquisition strategy highlighting five acquisitions the company has undergone in the last nine months as well as the divestiture of five portfolio assets which cost the company \$5 million but will generate an expected \$40-\$50 million once sold.

GrassRoots (Private)

Mitch Kahn, the CEO of GrassRoots, a U.S. multi-state operator based in Illinois with licenses in seven states, provided a detailed overview of the company. To date GrassRoots has raised approximately \$75 million and has plans to apply for licenses in five states, with acquisitions targeted in six states, and plans to roll out a chain of national dispensaries under the Herbology brand. By the end of 2018, Grassroots expects to have operations within 8-9 states and in 2020, the company expects to generate revenue of approximately \$250 million.

Cannabis Strategies Acquisition Corp. (CSA-A-NEO: C\$15.94 | Not Rated)

The CEO of Cannabis Strategies Acquisition Corp, Jonathan Sandelman, provided an update on the SPAC, which recently announced the acquisition of its anchor portfolio. On October 17, Cannabis Strategies acquired a diverse set of cannabis assets with operations in the United States, announcing the acquisitions of five companies for a

purchase price of C\$241 million. The transactions provide Cannabis Strategies with a strong presence in Nevada, Massachusetts and Colorado, and the company expects that, pro forma the transactions, it will generate approximately C\$130-150 million in EBITDA in 2019.

Slang (Private)

Slang CEO, Peter Miller, presented an overview of the company, which manufactures and distributes a portfolio of cannabis brands across the United States and internationally. Slang owns/licenses a portfolio of brands which are distributed across 10 states and sold in over 1,500 stores in the United States. Slang's portfolio includes brands such as Firefly, District Edibles, Green House Seed Co. as well as Baked. Since inception, the company's portfolio of brands has generated more than \$200 million in retail sales.

Harborside (Private)

Andrew Berman, the CEO of Harborside, presented an overview of the California-based, vertically integrated cannabis retailer. Notably, Harborside is one of the first-ever licensed retailers of cannabis, having opened its first store in Oakland in 2006, and sells products under the Harborside and Key brands. Currently, the company operates two stores, with the second store located in San Jose, and has generated approximately C\$400 million in sales since inception. Harborside's sales per square foot are some of the best in class, generating sales of approximately \$6,700 per square foot annually, and in 2018 the company expected to generate sales of approximately C\$60 million.

Green Growth Brands (Private)

Green Growth Brands CEO, Peter Horvath, provided an overview of the company, which recently acquired Nevada-based cannabis dispensary The+Source. Green Growth boasts a strong management team, with experience at DSW, American Eagle, Bath & Body Works and Victoria's Secret and plans to develop multiple consumer packaged brands made from cannabinoids. The company's portfolio of brands currently includes Camp, Meri+Jayne, Seven7h Sense and Green Lily. The company plans to go public in early-to-mid November through the acquisition of Xanthic Biopharma, which owns a proprietary process to produce water soluble cannabinoids.

Lowell Herb Co. (Private)

The Founder and CEO of Lowell Herb Co., David Elias, presented a summary of the company, which manufactures a variety of cannabis products. Lowell's signature product is its pre-rolled joint, which has a dominant market position in California with more than 40% of the state's market share. The company has a strategic partnership with MedMen (MMEN-CSE: C\$8.39, SPECULATIVE BUY, C\$6.50 target), whereby Lowell has sold multiple products exclusively through the retailer. Looking ahead to 2019, Lowell expects to expand its distribution, targeting expansion within an additional four states while also launching new product lines focusing on vape, edible and CBD products.

Planet 13 (PLTH-CSE: C\$2.49 | Not Rated)

PLTH CFO Dennis Logan discussed its upcoming superstore opening which remains on track for a November 1st opening. The new superstore is located adjacent to the Las Vegas Strip and will feature entertainment offerings including an aerial orb show, laser graffiti walls, an interactive lotus flower display and an LED interactive floor to provide an experience for even non-cannabis consumers. Eventually the store will offer more than 100,000 sq. ft. of retail space, giving it far and away the largest footprint in the

market. The company believes the new superstore will be a must-see unique destination for tourists and become a source of important brand recognition with consumers as well as a launching point for store growth outside the company's Nevada base.

Weedmaps (Private)

The Weedmaps presentation was led by President Chris Beals and COO Steven Jung. The company, which was founded in 2008 and is headquartered in California, currently offers geo-targeted retail and product information for users looking to learn more about cannabis products. Weedmaps recently incorporated delivery as well as order ahead capabilities into the platform and plans to further integrate point of sale and laboratory data for each product in the database. Over the last 12 months, the Weedmaps platform has generated more than two billion user engagements.

MJardin (Private)

MJardin CFO Frank Knuettel highlighted the company's progress with its recently acquired facility in Nevada as well as its existing extraction/processing facility in Colorado. MJardin also has a relationship with GrowForce where MJardin will provide cultivation, processing and retail services and GrowForce will operate facilities in Canada under the ACMPR. Mr. Knuettel also mentioned the company's recent strategic partnership with Bridging Finance Inc. to establish an infrastructure fund that offers private debt lending for the consolidation of entities in the cannabis sector. Lastly, Mr. Knuettel highlighted MJardin's plans to go public through a reverse takeover transaction in November.

Liberty Health Sciences (LHS-CSE: C\$1.43 | SPECULATIVE BUY, C\$2.00 target)

Liberty Health Sciences' CEO George Scorsis provided an update on the company's operations in Florida, with currently four dispensaries in operation and plans to open eight more by February 2019. Mr. Scorsis highlighted the company just received an Ohio provisional processing license and will be working with their joint venture partner in the state to secure a certificate of operations over the next few months. Mr. Scorsis also noted that Aphria Inc. has the option to buy back its ownership interest in Liberty Health Sciences over the next five years, which he believes provides LHS with another exit strategy.

Columbia Care (Private)

Columbia Care CEO Michael Abbott provided an overview of the company's operations with currently 13 dispensaries across eight states. The company plans to open up to 16 dispensaries by the end of 2018 and over 60 by the end of 2019. Notably, Columbia care currently has >30% of New York's market share, according to management. Furthermore, Mr. Abbott mentioned that the board and management hold >50% of the ownership interest in the company.

Surterra (Private)

Surterra founder and CEO Jake Bergmann highlighted Surterra as the first company to receive its cultivation license in Florida and currently holds 5 of 14 licenses in the state. The company has plans to expand to Nevada and California and will have 22 dispensaries in operations by the end of 2018, with over 50 stores open in Florida alone by the end of 2019. The company recently raised ~\$250,000 through a private, non-brokered financing. Surterra also licensed singer Jimmy Buffet's Coral Reefer brand and will launch Buffet's products in California and Nevada by April 2019.

MedMen (MMEN-CSE: C\$8.39 | SPECULATIVE BUY, C\$6.50 target)

MedMen CEO, Adam Bierman, discussed his plan to be the number 1 retail operator in the anticipated \$75 billion U.S. market. Through the recent acquisition of Pharmacann, MedMen was able to spread its imprint on the U.S. market by having licenses to operate in 12 states, open 66 retail stores and 13 facilities. Mr. Bierman expressed the importance of dominating three markets, New York, California and Nevada, due to the cultural impact they have across the world. Thus, the company is focused on placing its retail locations in the most sought-after locations in these states. The company was able to obtain licenses to place a retail operation in the coveted Fifth Avenue shopping district, as well as opening the first retail store within walking distance of the Las Vegas strip. Mr. Bierman noted that the company is seeking to become a market leader in California and has already conducted ~6% of total cannabis sales in the state's disaggregated cannabis market with only half of its licensed stores open presently. Lastly, Mr. Bierman highlighted the strength of the company's balance sheet and stressed its importance as the company continues to expand across the country and internationally both organically and by way of acquisitions.

Panda Solutions (Private)

Panda Solutions' General Counsel, Derek Young, provided an overview of the Spokane, Washington-based company. Panda Solutions operates Grow Op Farms, a 100,000 square foot facility in Spokane, and to date the company has invested \$22 million into research and development at the facility. As well, Panda Solutions owns a variety of award-winning brands, including Phat Panda and Sticky Frog and plans to expand its operations to be a strong multi-state operator in 3-4 states across the United States.

Appendix: Important Disclosures

Analyst Certification

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Individuals identified as "Sector Coverage" cover a subject company's industry in the identified jurisdiction, but are not authoring analysts of the report.

Investment Recommendation

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Compendium Report

This report covers six or more subject companies and therefore is a compendium report and Canaccord Genuity and its affiliated companies hereby direct the reader to the specific disclosures related to the subject companies discussed in this report, which may be obtained at the following website (provided as a hyperlink if this report is being read electronically) <http://disclosures.canaccordgenuity.com/EN/Pages/default.aspx>; or by sending a request to Canaccord Genuity Corp. Research, Attn: Disclosures, P.O. Box 10337 Pacific Centre, 2200-609 Granville Street, Vancouver, BC, Canada V7Y 1H2; or by sending a request by email to disclosures@canaccordgenuity.com. The reader may also obtain a copy of Canaccord Genuity's policies and procedures regarding the dissemination of research by following the steps outlined above.

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Distribution of Ratings:

Global Stock Ratings (as of 10/22/18)

Rating	Coverage Universe		IB Clients
	#	%	%
Buy	556	63.40%	46.40%
Hold	201	22.92%	29.85%
Sell	14	1.60%	21.43%
Speculative Buy	106	12.09%	65.09%
	877*	100.0%	

*Total includes stocks that are Under Review

Canaccord Genuity Ratings System

BUY: The stock is expected to generate risk-adjusted returns of over 10% during the next 12 months.

HOLD: The stock is expected to generate risk-adjusted returns of 0-10% during the next 12 months.

SELL: The stock is expected to generate negative risk-adjusted returns during the next 12 months.

NOT RATED: Canaccord Genuity does not provide research coverage of the relevant issuer.

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12-Month Recommendation History (as of date same as the **Global Stock Ratings** table)

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