



# CANOPY GROWTH Q4 & FY 2021 EARNINGS PRESENTATION

June 1, 2021



**CANOPY GROWTH**  
UNLEASHING THE POWER OF CANNABIS



# DISCLAIMERS AND CAUTIONARY STATEMENTS

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This presentation contains “forward-looking statements” and “forward-looking information” within the meaning of applicable U.S. and Canadian securities laws (collectively, “**forward-looking statements**”), which involve certain known and unknown risks and uncertainties. Forward-looking statements predict or describe our future operations, business plans, business and investment strategies and the performance of our investments. These forward-looking statements are generally identified by their use of such terms and phrases as “intend,” “goal,” “strategy,” “estimate,” “expect,” “project,” “projections,” “forecasts,” “plans,” “seeks,” “anticipates,” “potential,” “proposed,” “will,” “should,” “could,” “would,” “may,” “likely,” “designed to,” “foreseeable future,” “believe,” “scheduled” and other similar expressions. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statement was made. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to significant business, economic and competitive risks, financial results, results, performance or achievements expressed or implied by those forward-looking statements and the forward-looking statements are not guarantees of future performance. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. A discussion of some of the material factors applicable to Canopy Growth Corporation (“**Canopy**”) can be found under the section entitled “Risk Factors” in Canopy’s Annual Report on Form 10-K for the year ended March 31, 2021, filed with the Securities and Exchange Commission and with applicable Canadian securities regulators, as such factors may be further updated from time to time in its periodic filings with the Securities and Exchange Commission and with applicable Canadian securities regulators, which can be accessed at [www.sec.gov/edgar](http://www.sec.gov/edgar) and [www.sedar.com](http://www.sedar.com), respectively. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this presentation and in the filings. Any forward-looking statement included in this presentation is made as of the date of this presentation and, except as required by law, Canopy disclaims any obligation to update or revise any forward-looking statement. Forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.



# NON-GAAP MEASURES

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Adjusted EBITDA is a non-GAAP measure used by management that is not defined by U.S. GAAP and may not be comparable to similar measures presented by other companies. Adjusted EBITDA is calculated as the reported net loss, adjusted to exclude income tax recovery (expense); other income (expense), net; loss on equity method investments; share-based compensation expense; depreciation and amortization expense; asset impairment and restructuring costs; expected credit losses on financial assets and related charges; restructuring and other charges recorded in cost of goods sold; and charges related to the flow-through of inventory step-up on business combinations, and further adjusted to remove acquisition-related costs. The Adjusted EBITDA reconciliation is presented within this presentation and within the earnings press release of Canopy dated June 1, 2021 and explained in Canopy's Annual Report on Form 10-K for the year ended March 31, 2021, filed with the Securities and Exchange Commission and with applicable Canadian securities regulators, which can be accessed at [www.sec.gov/edgar](http://www.sec.gov/edgar) and [www.sedar.com](http://www.sedar.com), respectively.

Adjusted Gross Margin and Adjusted Gross Margin Percentage are non-GAAP measures used by management that are not defined by U.S. GAAP and may not be comparable to similar measures presented by other companies. Adjusted Gross Margin is calculated as gross margin excluding restructuring and other charges recorded in cost of goods sold, and charges related to the flow-through of inventory step-up on business combinations. Adjusted Gross Margin Percentage is calculated as Adjusted Gross Margin divided by net revenue. The Adjusted Gross Margin and Adjusted Gross Margin Percentage reconciliation is presented within this presentation and within the earnings press release of Canopy dated June 1, 2021 available on Canopy's EDGAR and SEDAR pages which can be accessed at [www.sec.gov/edgar](http://www.sec.gov/edgar) and [www.sedar.com](http://www.sedar.com), respectively.

Free Cash Flow is a non-GAAP measure used by management that is not defined by U.S. GAAP and may not be comparable to similar measures presented by other companies. This measure is calculated as net cash provided by (used in) operating activities less purchases of and deposits on property, plant and equipment. The Free Cash Flow reconciliation is presented within this presentation and within the earnings press release of Canopy dated June 1, 2021 and explained in the Company's Annual Report on Form 10-K for the year ended March 31, 2021, filed with the Securities and Exchange Commission and with applicable Canadian securities regulators, which can be accessed at [www.sec.gov/edgar](http://www.sec.gov/edgar) and [www.sedar.com](http://www.sedar.com), respectively.



# TODAY'S SPEAKERS

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**DAVID KLEIN**  
**CEO**



**MIKE LEE**  
**EVP & CFO**





# AGENDA

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- Key Takeaways
- Progress Against Our Key Strategic Priorities
- Q4 & FY 2021 Financial Results Review
- Q&A



# KEY TAKEAWAYS

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## SIGNIFICANT PROGRESS MADE DURING FY 2021

- Delivered **37% growth in net revenue** in FY 2021 versus FY 2020, with double-digit growth across all of our businesses
- **Re-designed the organization structure**, driving improvement in agility and execution
- **Right-sized the production footprint**, bringing supply and demand fully in balance
- **Over 57% improvement in Free Cash Flow** in FY 2021 versus FY 2020, driven by a more disciplined investment approach

## CONTINUING TO BUILD MOMENTUM INTO FY 2022

- Recently announced **Canadian acquisitions** further strengthen Canopy's leadership position in the Canadian recreational market
- Continuing to invest behind **insights and innovation** and stepping up **new product launches** across our cannabis and CPG<sup>1</sup> businesses
- **Flower quality initiatives** expected to drive a comprehensive product roadmap over the course of FY 2022 and beyond

## ADVANCING OUR ECOSYSTEM STRATEGY AHEAD OF CANNABIS REFORM IN THE US

- **US CBD** business on its path to establishing a **leadership position**; BioSteel ramping up distribution in the US
- Remain focused on **further capitalizing on the US THC opportunity**

## REMAIN ON A PATH TO ACHIEVE PROFITABILITY DURING THE SECOND HALF OF FY 2022

- Our **cost savings programs** are beginning to generate anticipated savings and **on track to achieve our \$150-\$200M target**
- **Medium-term financial targets** include robust revenue growth, margin expansion and disciplined capital allocation

1. 'CPG' refers to Consumer Packaged Goods



# COMPLETED ACQUISITION OF ACE VALLEY

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- Completed acquisition of Ace Valley, one of Ontario's leading cannabis brands with a strong focus on ready-to-enjoy (RTE) products
- Range of SKUs complements Canopy Growth's existing portfolio of premium vapes, pre-roll joints, and gummies
- Canopy Growth to leverage its best-in-class sales, marketing and distribution capabilities to scale the brand across Canada
- Expects to unlock revenue growth opportunities and cost synergies as the Ace Valley brand is extended





# ANNOUNCED ACQUISITION OF SUPREME CANNABIS



- Canopy Growth to acquire all of the issued and outstanding shares of Supreme Cannabis by way of a court approved Plan of Arrangement
- Solidifies Canopy's leadership position in the Canadian rec market by adding a Top 10 LP with ~3% market share<sup>1</sup>
- Strengthens brand portfolio by including one of Canada's leading premium and ultra-premium brands, 7ACRES and 7 ACRES CRAFT COLLECTIVE
- Brings a premium, low-cost and scalable cultivation facility to Canopy's production capabilities
- Opportunity to achieve cost synergies estimated at approximately \$30mm within two-years
- Expect closing by the end of June 2021, subject to Supreme shareholder approval, regulatory and court approvals, as well as other customary closing conditions



1. Market share data represents 01-Oct-20 through latest available data: Provincial Board data for ON online, PEI, NS (27/28-Mar-21) and NB (17-Mar-21); and Headset data for ON retail (28-Feb-21) and AB, BC and SK (31-Mar-21).





# FLOWER: SOLID MARKET SHARE MOMENTUM

## Key Highlights:

- **#1 Market share in total flower<sup>1</sup>** at 19% in Q4 2021, up 60bps versus Q3 2021
- **#1 Market share in both Premium and Value flower segments<sup>1</sup>**
- Twed. exited FY 2021 as the **#1 flower brand in Canada**, with **6 out of 10 top SKUs<sup>1</sup>**
- Launched **Tweed lineage-strain named flower products** in Ontario during Q4 2021
- Launched our **first Quebec-exclusive brand, Vert**, supported by multiple Quebec-grown strains, **Green Cush and Sour Kush**

1. Weighted \$ share of Canadian Flower Market, Q4 2021\*

\*Source: Internal proprietary market share tool that utilizes point of sales data supplied by a third-party data provider, government agencies and our own retail store operations across the country. Tool captures point of sale data from an average of 29% of stores in Alberta, British Columbia, Saskatchewan, Manitoba and Newfoundland & Labrador, point of sale data from 100% of stores in New Brunswick, Nova Scotia and Prince Edward Island, as well as depletions and ecommerce sales data from the OCS.





# VAPES: STRENGTHENED PORTFOLIO

## Key Highlights:

- **#3 Market share in total vape<sup>1</sup>**, post-Ace Valley acquisition
- **1ml 510 cartridges** began shipping to select provinces in Q1 2022
- **Storz & Bickel posted historic 67% YoY growth** in its 20<sup>th</sup> year of business
- **Storz & Bickel** vaporizer products continue to see **strong consumer pull** across its **Volcano Hybrid, Mighty and Crafty<sup>+</sup> vaporizer lines**

1. Weighted \$ share of Canadian Vape Market, Q4 2021\*

\*Source: Internal proprietary market share tool that utilizes point of sales data supplied by a third-party data provider, government agencies and our own retail store operations across the country. Tool captures point of sale data from an average of 29% of stores in Alberta, British Columbia, Saskatchewan, Manitoba and Newfoundland & Labrador, point of sale data from 100% of stores in New Brunswick, Nova Scotia and Prince Edward Island, as well as depletions and ecommerce sales data from the OCS.





# BEVERAGES: ACCELERATING INNOVATION

## Key Highlights:

- Captured **35% dollar share of the total beverage category** during FY 2021<sup>1</sup>
- **Quatreau has the #1 market share<sup>2</sup>** in CBD beverages in Canada
- **Launched Quatreau CBD beverages in the US** in Q4 2021 and became the first US CBD beverage brand to sign with a major beverage distributor, **Southern Glazer's Wine & Spirit**
- Launched **Tweed Iced Tea 5mg RTDs** in both Lemon and Raspberry flavors, in Canada

1. Weighted \$ share of Canadian Beverage Market, FY 2021

2. Weighted \$ share of Canadian CBD Beverage Market, Q4 2021

\*Source: Internal proprietary market share tool that utilizes point of sales data supplied by a third-party data provider, government agencies and our own retail store operations across the country. Tool captures point of sale data from an average of 29% of stores in Alberta, British Columbia, Saskatchewan, Manitoba and Newfoundland & Labrador, point of sale data from 100% of stores in New Brunswick, Nova Scotia and Prince Edward Island, as well as depletions and ecommerce sales data from the OCS.







# EDIBLES: ACCELERATING GROWTH IN BOTH US AND CANADA

## Key Highlights:

- **TwD. Strawberry Sativa Gummies** have **4% market share<sup>1</sup>** of gummies after 2 months in market, with just 1 SKU
- Further flavors to launch under the TwD. brand in 2H of CY2021
- Launched **Martha Stewart CBD Mother's Day Wellness Gummie Sampler** in the US
- **Martha Stewart CBD products are already a top 9 brand** among all CBD supplements in the food, drug and convenience-store channel<sup>2</sup>

1. \$ share of Ontario Gummie Market\*

2. IRI, 13 weeks ended April 18, 2021

\*Source: Internal proprietary market share tool that utilizes point of sales data supplied by a third-party data provider, government agencies and our own retail store operations across the country. Tool captures point of sale data from an average of 29% of stores in Alberta, British Columbia, Saskatchewan, Manitoba and Newfoundland & Labrador, point of sale data from 100% of stores in New Brunswick, Nova Scotia and Prince Edward Island, as well as depletions and ecommerce sales data from the OCS.







# BIOSTEEL: BUILDING DISTRIBUTION IN THE US

## Key Highlights:

- **BioSteel RTD beverages are already a top-7 sports drink brand** with only 3.6% ACV <sup>1</sup>
- Biosteel RTD beverages now on shelves of **key retailers**, including; **QuikTrip, Target, AMPM, and Circle K**, with regional chains coming on each day
- Luka Dončić appointed **Global Chief Hydration Officer**
- Latest partnership with the U.S. Soccer Federation

1. IRI, SS Sports Drinks, 13 weeks ended May 16, 2021







# Q4 & FY 2021 FINANCIAL RESULTS





# TRACKING OUR KPI

	Q1 2021	Q2 2021	Q3 2021	Q4 2021
WIN WITH CONSUMER				
#1 or #2 Market Share in Canada	Approaching Target	Approaching Target	Meeting or Exceeding Target	Meeting or Exceeding Target
#1 or #2 Market Share in US	Below Target	Below Target	Below Target	Below Target
#1 or #2 Market Share in Germany	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target
Net Sales Growth (YoY)	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target
QUALITY EXECUTION				
Customer Order Fill Rate <sup>1</sup>	Approaching Target	Approaching Target	Meeting or Exceeding Target	Meeting or Exceeding Target
Stock Out at Retail	Approaching Target	Approaching Target	Approaching Target	Approaching Target
ACHIEVE PROFITABILITY				
Gross Margin <sup>2</sup>	Below Target	Approaching Target	Approaching Target	Below Target
SG&A Ratio Trend <sup>3</sup>	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target
ACHIEVE POSITIVE CASH FLOW				
Working Capital Trend <sup>4</sup>	Meeting or Exceeding Target	Approaching Target	Meeting or Exceeding Target	Meeting or Exceeding Target
Capex Trend <sup>5</sup>	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target	Meeting or Exceeding Target

- #1 Market share in Canadian rec flower<sup>6</sup>
- #2 Market share of the German flower market<sup>7</sup>
- Order fill rates continue to exceed 95%
- On track to achieve our previously stated \$150-\$200 million cost savings target
- Capex down 72% during Q4 2021 vs. Q4 2020

1. Customer Order Fill Rate: Target of at least 95% in order attainment (inventory availability per plan)  
2. Gross Margin: Near-term target of 40%  
3. SG&A Ratio Trend: Target declining trend in SG&A as % of sales  
4. Working Capital Trend: Target a declining trend in working capital  
5. Capex Trend: Target a declining trend in capex  
6. Weighted \$ share of Canadian Market; Source: Internal proprietary market share tool that utilizes point of sales data supplied by a third-party data provider, government agencies and our own retail store operations across the country. Tool captures point of sale data from an average of 29% of stores in Alberta, British Columbia, Saskatchewan, Manitoba and Newfoundland & Labrador, point of sale data from 100% of stores in New Brunswick, Nova Scotia and Prince Edward Island, as well as depletions and ecommerce sales data from the OCS.  
7. Source: Pharmacy data and CGC estimates



# Q4 & FY2021 KEY FINANCIAL HIGHLIGHTS

<i>(CDN in millions)</i>	Q4 2021	vs. Q4 2020	FY2021	vs. FY2020
<b>Net Revenue</b>	\$148.4	38%	\$546.6	37%
<b>Adjusted Gross Margin</b>	14%	(2800 bps)	17%	(900 bps)
<b>Adjusted EBITDA</b>	(\$94.0)	8%	(\$340.3)	23%
<b>Free Cash Flow</b>	(\$124.4)	59%	(\$630.2)	57%
<b>Cash/Marketable Secs.</b>	\$2,299.2	16%	\$2,299.2	16%

- Q4 2021 net revenue increased by 38% YoY; cannabis net revenue increased 27%
- Free cash flow improved by 59% in Q4 2021 vs. Q4 2020
- Cash and marketable securities increased 16% during FY 2021, partially reflecting net proceeds from a \$930M term loan





# REVENUE PERFORMANCE BY SEGMENT

<i>(in millions of Canadian dollars, unaudited)</i>	Q4 2021	vs. Q4 2020	FY2021	vs. FY2020
<b>Canadian Recreational Cannabis Net Revenue</b>				
Business to Business <sup>1</sup>	\$43.3	40%	\$163.6	35%
Business to Consumer	\$17.8	37%	\$66.0	27%
	<b>\$61.1</b>	<b>39%</b>	<b>\$229.6</b>	<b>32%</b>
<b>Canadian Medical Cannabis Net Revenue<sup>2</sup></b>	\$13.7	1%	\$55.5	8%
	<b>\$74.8</b>	<b>30%</b>	<b>\$285.1</b>	<b>27%</b>
<b>International and Other Revenue</b>				
C <sup>3</sup>	\$15.8	(2%)	\$62.3	16%
Other	\$10.7	84%	\$31.3	98%
	<b>\$26.5</b>	<b>20%</b>	<b>\$93.6</b>	<b>34%</b>
<b>Global Cannabis Net Revenue</b>	<b>\$101.3</b>	<b>27%</b>	<b>\$378.7</b>	<b>28%</b>
<b>Other Consumer Products</b>				
Storz & Bickel	\$17.9	52%	\$81.0	67%
This Works	\$8.5	2%	\$33.3	35%
Other	\$20.7	149%	\$53.6	74%
<b>Other Consumer Products Revenue</b>	<b>\$47.1</b>	<b>66%</b>	<b>\$167.9</b>	<b>62%</b>
<b>Net Revenue</b>	<b>\$148.4</b>	<b>38%</b>	<b>\$546.6</b>	<b>37%</b>

This table has been recast to align with our new segment reporting. International and other revenue includes revenue from our international medical business and hemp-derived CBD business. Other consumer products includes revenue from Storz & Bickel, This Works, BioSteel, clinics, accessories and other ancillary businesses.

1. Reflects excise taxes of \$17.5 million and other revenue adjustments of \$3.1 million for Q4 2021 (Q4 2020 - \$5.8 million and \$5.4 million, respectively), and excise taxes of \$54.9 million and other revenue adjustments of \$14.0 million for FY2021 (FY2020 - \$35.6 million and \$51.5 million, respectively).
2. Reflects excise taxes of \$1.4 million for Q4 2021 (Q4 2020 - \$1.3 million), and excise taxes of \$5.6 million for FY2021 (FY2020 - \$5.2 million).



# REVENUE PERFORMANCE BY FORM

<i>(in millions of Canadian dollars, unaudited)</i>	Q4 2021	vs. Q4 2020	FY2021	vs. FY2020
<b>Canadian Recreational Cannabis</b>				
Dry Bud <sup>1</sup>	\$67.9	39%	\$238.0	-
Oils and Softgels <sup>1</sup>	\$6.7	29%	\$28.8	33%
Beverages, Edibles, Topicals, and Vapes	\$7.1	NM	\$31.7	NM
Other Revenue Adjustments <sup>2</sup>	(\$3.1)	43%	(\$14.0)	73%
Excise Taxes	(\$17.5)	(202%)	(\$54.9)	(54%)
	<b>\$61.1</b>	<b>39%</b>	<b>\$229.6</b>	<b>32%</b>
<b>Medical Cannabis and Other</b>				
Dry Bud	\$9.7	(13%)	\$40.5	8%
Oils and Softgels	\$25.5	(1%)	\$101.9	14%
Beverages, Edibles, Topicals, and Vapes	\$6.4	NM	\$12.3	NM
Excise Taxes	(\$1.4)	(8%)	(\$5.6)	(8%)
	<b>\$40.2</b>	<b>13%</b>	<b>\$149.1</b>	<b>23%</b>
<b>Global Cannabis Net Revenue</b>	<b>\$101.3</b>	<b>27%</b>	<b>\$378.7</b>	<b>28%</b>
<b>Other Consumer Products</b>				
Storz & Bickel	\$17.9	52%	\$81.0	67%
This Works	\$8.5	2%	\$33.3	35%
Other	\$20.7	149%	\$53.6	74%
<b>Other Consumer Products Revenue</b>	<b>\$47.1</b>	<b>66%</b>	<b>\$167.9</b>	<b>62%</b>
<b>Net Revenue</b>	<b>\$148.4</b>	<b>38%</b>	<b>\$546.6</b>	<b>37%</b>

This table has been recast to align with our new segment reporting.

1. Excludes the impact of other revenue adjustments.

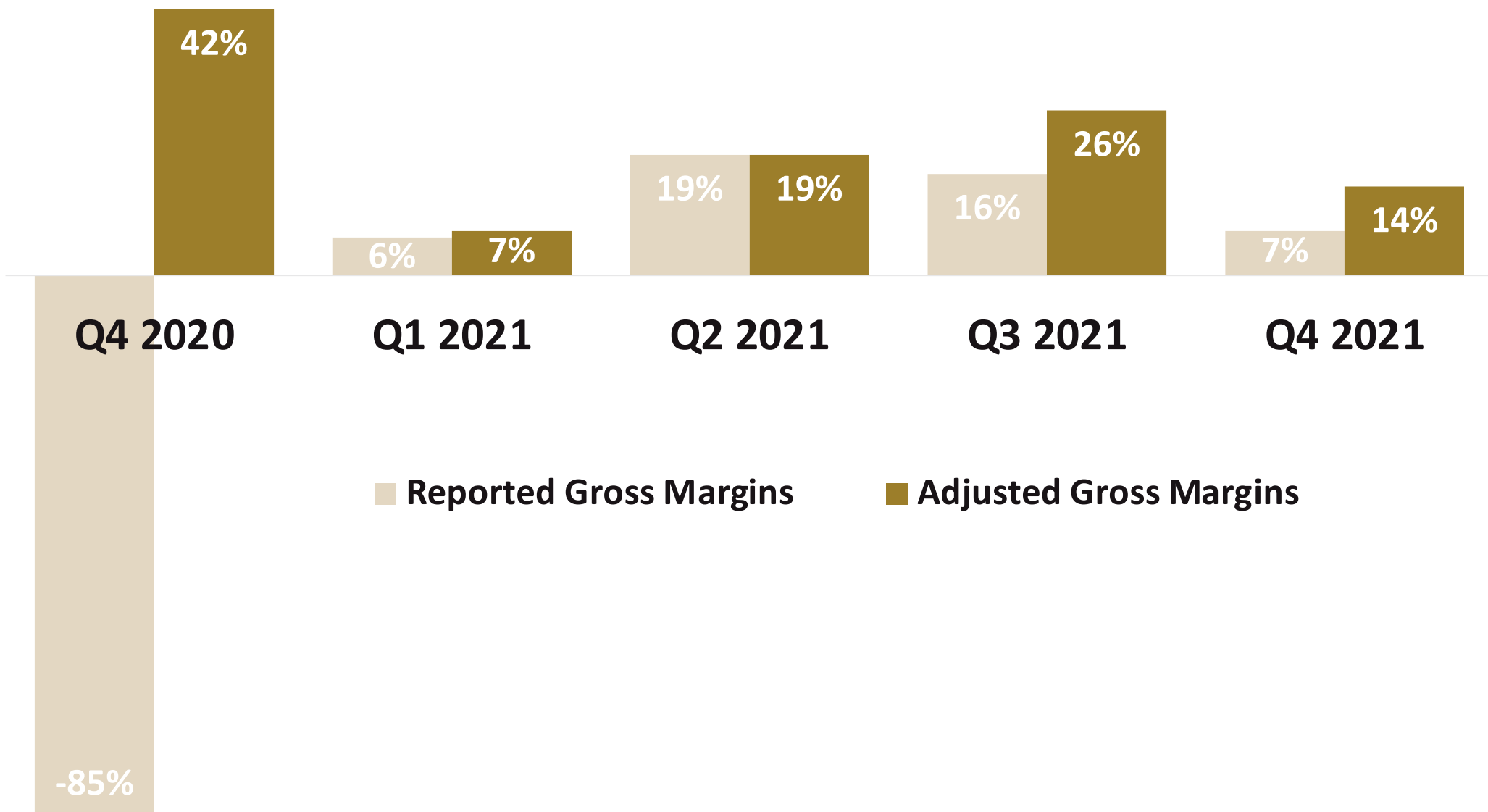
2. Other revenue adjustments represent the Company's determination of returns and pricing adjustments and relate to the Canadian recreational business-to-business channel.





# GROSS MARGIN PERFORMANCE

Quarterly Gross Margin Trend



Drivers of Q4 2021 Gross Margin Performance

- (-) Lower production output
- (-) Unfavorable product mix in the Canadian recreational market
- (-) Inventory charges due in part to the write-down of certain packaging inventory
- (+) Payroll subsidies received from the Canadian government, pursuant to a COVID-19 relief program

***Excluding inventory charges and the payroll subsidy benefit, gross margins would have been 24% in Q4 2021***

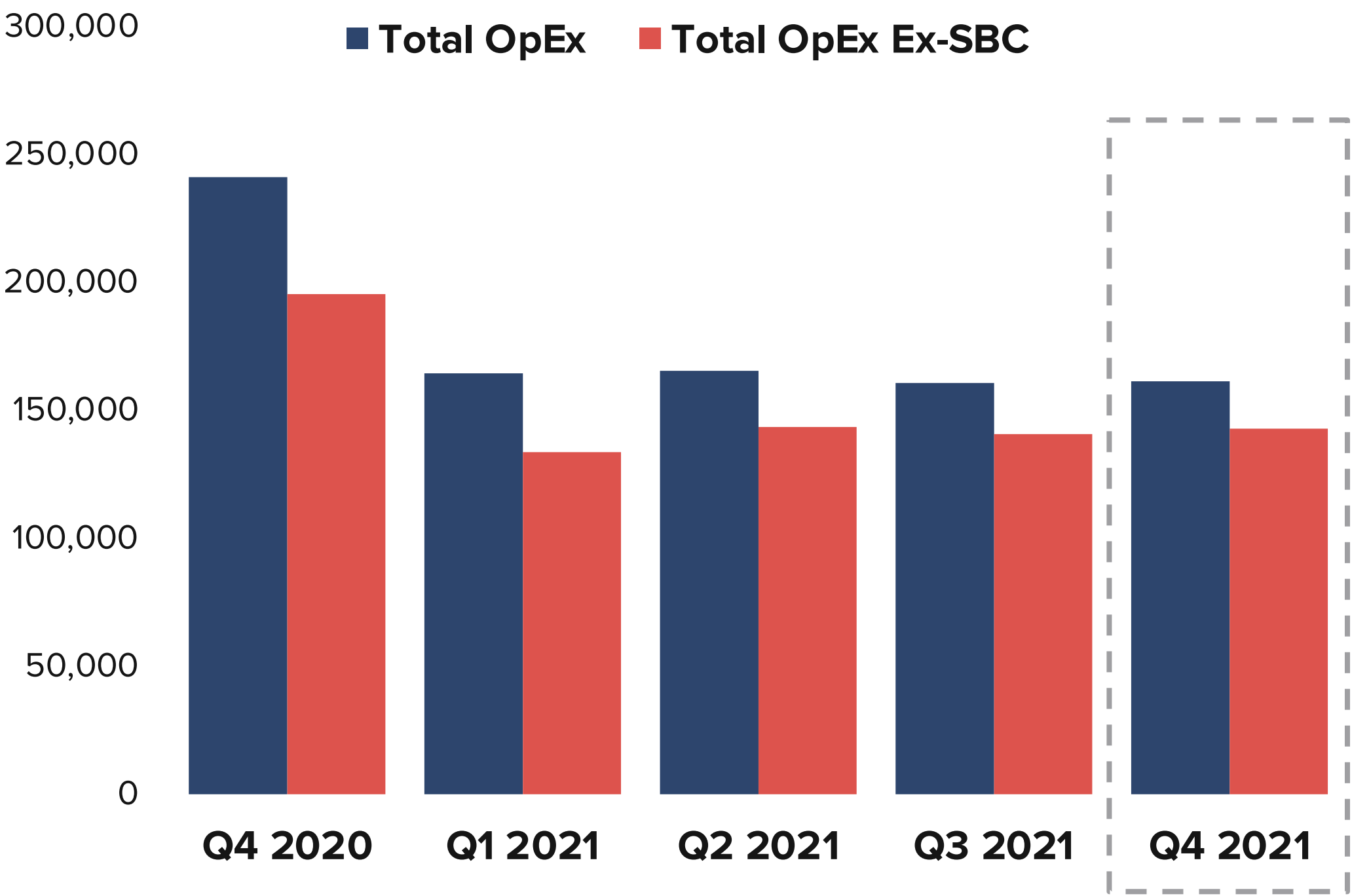
• Adjusted Gross Margin Percentage is a Non-GAAP measure  
• Q4 2020 Adjusted Gross Margins excludes restructuring and other charges recorded in cost of goods sold and inventory step-up costs  
• Q3 2021 Adjusted Gross Margins excludes restructuring costs included in cost of goods sold of \$15.6 million.  
• Q4 2021 Adjusted Gross Margins excludes restructuring and other charges recorded in cost of goods sold of \$10.3 million.



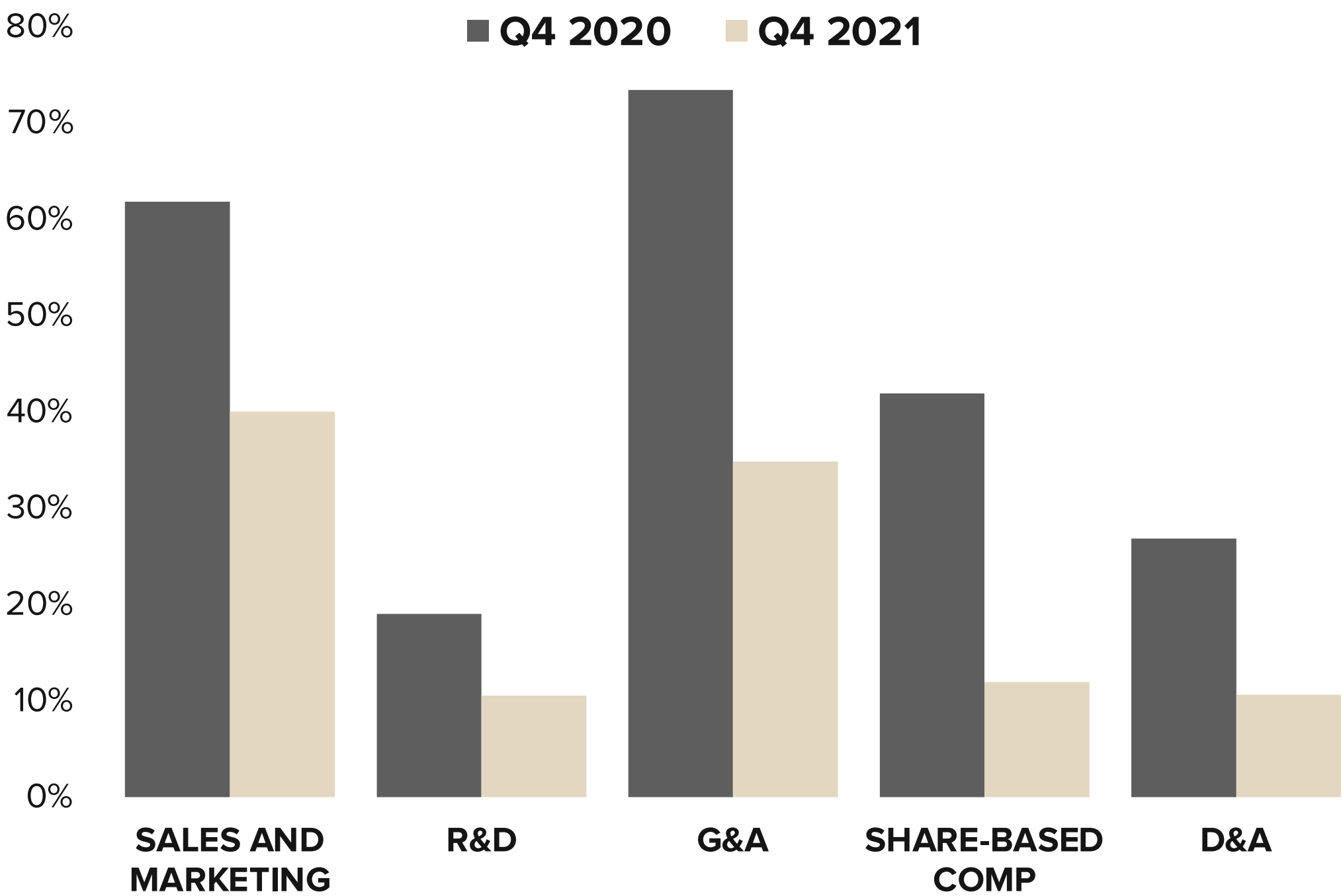
# OPEX TREND



Quarterly OpEx Trend (C\$ in `000s)



OpEx as a Percentage of Net Sales (Q4 2020 vs. Q4 2021)



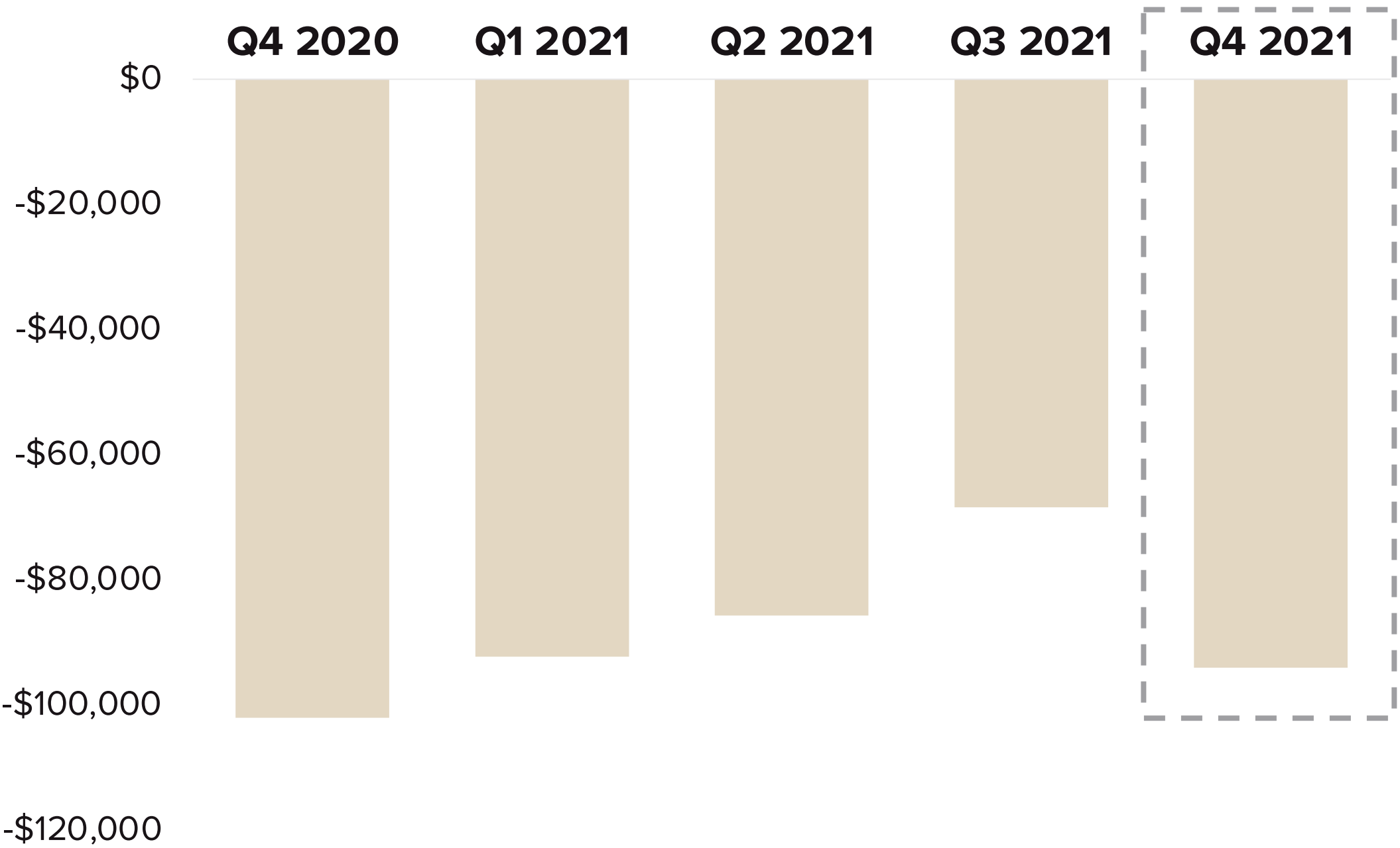
- ‘OpEx’ refers to Operating Expense
- ‘OpEx Ex-SBC’ refers to Operating Expense excluding Shared-Based Compensation
- Total OpEx excludes acquisition costs and asset impairment and restructuring costs
- Share-Based Comp for Q4 2020 excludes restructuring-related expense



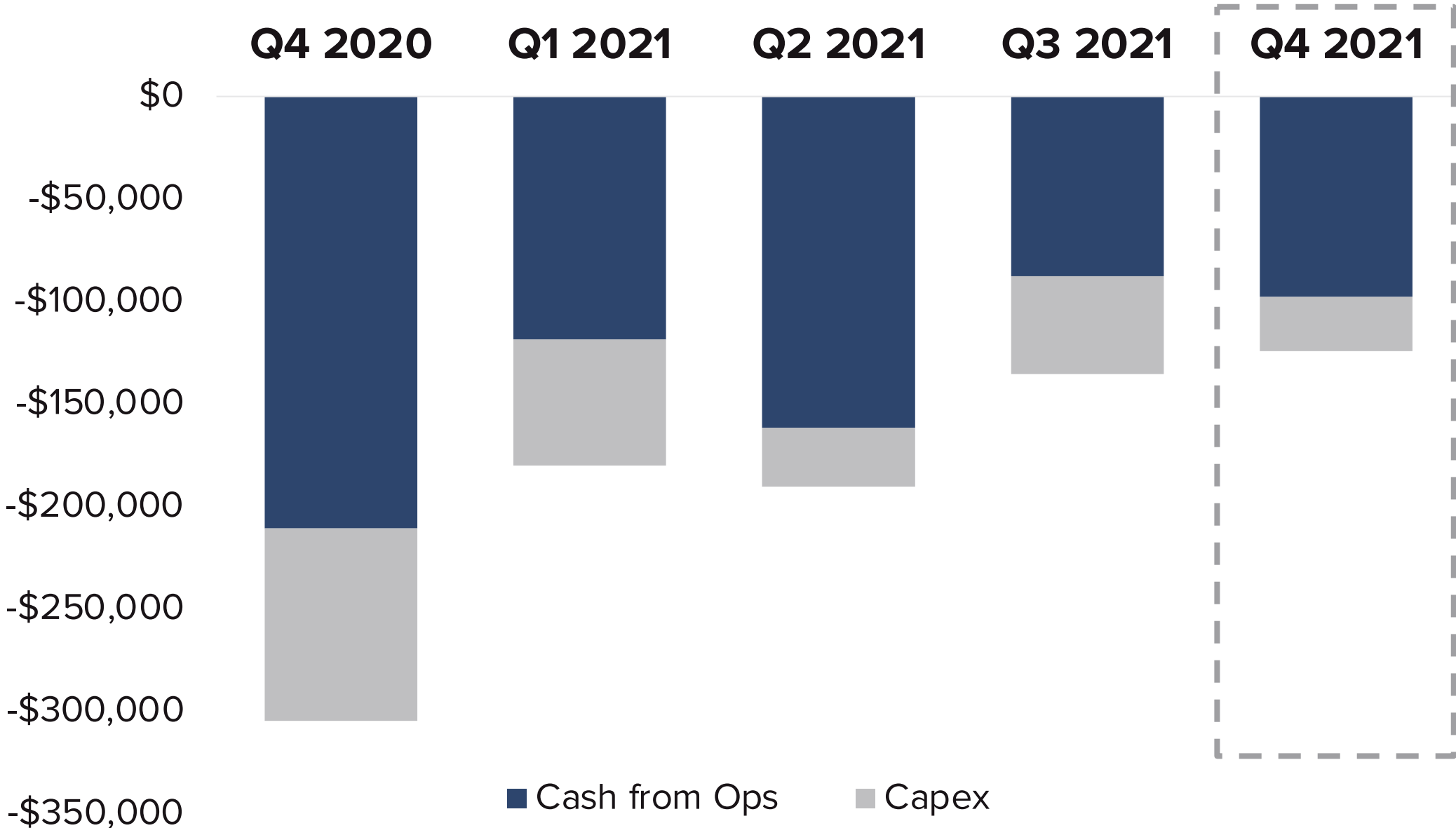


# ADJUSTED EBITDA AND FREE CASH FLOW

Adjusted EBITDA Trend (C\$ in `000s)



Free Cash Flow Trend (C\$ in `000s)



Free Cash Flow improved in Q4 2021 by 59% Year-on-Year

Adjusted EBITDA and Free Cash Flow are Non-GAAP measures





# APPENDIX





# ADJUSTED GROSS MARGIN (NON-GAAP) RECONCILIATION

## Adjusted Gross Margin<sup>1</sup> Reconciliation (Non-GAAP Measure)

(in thousands of Canadian dollars, unaudited)	Three months ended March 31,	
	2021	2020
Net revenue	\$148,439	\$107,913
Gross margin, as reported	9,800	(91,825)
Adjustments to gross margin:		
Restructuring and other charges recorded in cost of goods sold	10,348	132,089
Charges related to the flow-through of inventory step-up on business combinations	-	4,687
Adjusted gross margin <sup>1</sup>	\$20,148	\$44,951
Adjusted gross margin percentage <sup>1</sup>	14%	42%

(in thousands of Canadian dollars, unaudited)	Years ended March 31,	
	2021	2020
Net revenue	\$546,649	\$398,772
Gross margin, as reported	66,960	(31,684)
Adjustments to gross margin:		
Restructuring and other charges recorded in cost of goods sold	25,985	132,089
Charges related to the flow-through of inventory step-up on business combinations	1,494	4,687
Adjusted gross margin <sup>1</sup>	\$94,439	\$105,092
Adjusted gross margin percentage <sup>1</sup>	17%	26%

<sup>1</sup> Adjusted gross margin and adjusted gross margin percentage are non-GAAP measures. See "Non-GAAP Measures".



# ADJUSTED EBITDA (NON-GAAP) RECONCILIATION

## Adjusted EBITDA<sup>1</sup> Reconciliation (Non-GAAP Measure)

	Three months ended March 31,	
	2021	2020
<i>(in thousands of Canadian dollars, unaudited)</i>		
Net loss	\$(616,695)	\$(1,326,405)
Income tax expense (recovery)	4,945	(98,666)
Other (income) expense, net	366,770	376,295
Loss on equity method investments	11,778	57,752
Share-based compensation <sup>2</sup>	18,517	78,354
Acquisition-related costs	5,561	1,840
Depreciation and amortization <sup>2</sup>	28,928	48,781
Asset impairment and restructuring costs	74,819	623,266
Expected credit losses on financial assets and related charges	1,000	-
Restructuring and other charges recorded in cost of goods sold	10,348	132,089
Charges related to the flow-through of inventory step-up on business combinations	-	4,687
Adjusted EBITDA <sup>1</sup>	<u><u>\$(94,029)</u></u>	<u><u>\$(102,007)</u></u>

	Years ended March 31,	
	2021	2020
<i>(in thousands of Canadian dollars, unaudited)</i>		
Net loss	\$(1,670,820)	\$(1,387,440)
Income tax recovery	(13,141)	(121,614)
Other (income) expense, net	387,876	(224,329)
Loss on equity method investments	52,629	64,420
Share-based compensation <sup>2</sup>	91,149	320,276
Acquisition-related costs	13,522	20,840
Depreciation and amortization <sup>2</sup>	127,118	125,013
Asset impairment and restructuring costs	534,398	623,266
Expected credit losses on financial assets and related charges	109,480	-
Restructuring and other charges recorded in cost of goods sold	25,985	132,089
Charges related to the flow-through of inventory step-up on business combinations	1,494	4,687
Adjusted EBITDA <sup>1</sup>	<u><u>\$(340,310)</u></u>	<u><u>\$(442,792)</u></u>

<sup>1</sup>Adjusted EBITDA is a non-GAAP measure. See "Non-GAAP Measures".

<sup>2</sup>From Consolidated Statements of Cash Flows.





# FREE CASH FLOW (NON-GAAP) RECONCILIATION

## Free Cash Flow<sup>1</sup> Reconciliation (Non-GAAP Measure)

	Three months ended March 31,	
	2021	2020
<i>(in thousands of Canadian dollars, unaudited)</i>		
Net cash used in operating activities	\$(97,830)	\$(210,639)
Purchases of and deposits on property, plant and equipment	(26,525)	(94,086)
Free cash flow <sup>1</sup>	\$(124,355)	\$(304,725)

	Years ended March 31,	
	2021	2020
<i>(in thousands of Canadian dollars, unaudited)</i>		
Net cash used in operating activities	\$(465,729)	\$(772,635)
Purchases of and deposits on property, plant and equipment	(164,502)	(704,944)
Free cash flow <sup>1</sup>	\$(630,231)	\$(1,477,579)

<sup>1</sup>Free cash flow is a non-GAAP measure. See "Non-GAAP Measures".



**THANK YOU**

