



## **NEWS RELEASE**

January 25, 2022

### **Cannabis NB releases third quarter results for 2021-2022**

**Fredericton, NB** – Cannabis NB released their unaudited third quarter results for the 2021-2022 fiscal. Total sales of legal recreational cannabis for the quarter ended December 26, 2021 (13 weeks) were \$20.6 million, 6.7 per cent higher than the quarter ended December 27, 2020 (13 weeks). Net income for the quarter ended December 26, 2021 was \$3.9 million, an improvement of 41.8 per cent compared to the prior year’s third quarter net income of \$2.8 million.

Key trends for the third quarter (September 27, 2021 – December 26, 2021) compared to the third quarter of last year (September 28, 2020 – December 27, 2020) were:

- Online sales decreased to 1.0 per cent of sales for the quarter, down 0.6% over prior year.
- In store sales increased to 99.0 per cent of sales for the quarter, from 98.4 per cent last year.
- Concentrates sales increased 31.1 per cent, up by \$1.2 million.
- Edibles sales increased 32.1 per cent, up by \$0.4 million.
- Dried flower sales decreased 2.7 per cent, down by \$0.3 million.
- Extracts sales decreased 11.8 per cent, down by \$0.1 million.
- Accessories sales increased 9.7 per cent, up by \$0.07 million.
- Topicals sales increased 65.3 per cent up by \$0.05 million.
- Seeds represented 0.1 per cent of sales for the quarter at 0.01 million.

“I wish to take this opportunity to once again thank our customers and our team across the province who have remained diligent with evolving COVID-19 protocols over the past 2 years,” said Lori Stickles, Cannabis NB President and CEO. “Our team has remained resilient throughout and have kept offering a great service to New Brunswickers.”

#### **About Cannabis NB**

Cannabis NB, the only legal retailer of recreational cannabis for the province of New Brunswick, is an investee of ANBL and manages retail cannabis sales for the Cannabis Management Corporation. The core focus of the retail model is youth protection, reducing the illicit market, public education, and safety. Twenty stores in fifteen communities offer a range of products with a one-on-one guided retail

experience. Cannabis NB's results are reported on a retail reporting cycle, which is typically a 52-week year. Retail reporting will result in a 53-week year occurring every 5 to 6 years, with the next 53-week year occurring in this current fiscal year.

**Media contact:**

Marie-Andrée Bolduc  
Director of communications  
(506) 429-4695  
[media.relations@anbl.com](mailto:media.relations@anbl.com)