

# **Analysts' Ideas of the Week**

Lower Inventory Levels Likely to Support Base Metal Prices This Week

September 28, 2020

www.researchfrc.com



## FRC Top Picks

The following table shows last week's top five performers among our Top Picks, including two junior gold companies, two technology companies one student housing / education provider. The top performer, **Kidoz Inc. (TSXV: KIDZ)**, was up 21% WoW, following news of acquisition of SuperAwesome (a U.K. based company with a platform used to power kid-safe technology) by Epic Games, a U.S. based video game and software developer for an undisclosed amount. We see this as a strong validation for Kidoz and providers of kid-safe / kid-friendly platforms. Our latest update on KIDZ can be viewed <u>here</u>.

## **Top Five Performers Last Week**

Top 5 Weekly Performers	WoW Returns
Kidoz Inc. (TSXV:KIDZ)	20.8%
Thor Explorations Ltd (TSXV:THX)	15.0%
Cornerstone Capital Resources Inc. (TSXV:CGP)	9.2%
CIBT Education Group (TSX:MBA)	4.5%
Microsoft Corporation (NasdaqGS:MSFT)	3.4%

<sup>\*</sup> Past performance is not indicative of future performance

**Overall, our portfolio (equally weighted) was down 4.1% in the past week versus the benchmark's (TSXV) 1.8%**. As shown below, our portfolio has outperformed the TSXV in all other time periods:



©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



## Performance by Sector

Total Return	WoW	1 Mo	3 Mo	6 Mo	1 Yr	3 Yr	Since Launch*
Mining	-4.5%	-3.1%	35.2%	150.3%	59.8%	88.3%	108.1%
Cannabis	-4.2%	-13.9%	-18.0%	4.8%	N/A	N/A	12.0%
Technology	-7.5%	-19.9%	16.8%	-7.0%	-64.0%	-51.7%	-1.5%
Special Situations	0.6%	11.0%	19.8%	37.0%	31.8%	4.9%	50.9%
Private Companies	N/A	N/A	N/A	N/A	6.9%	20.4%	23.9%
Portfolio (Total)	-4.1%	-4.3%	25.9%	107.5%	38.2%	35.7%	70.6%
Benchmark <sup>2</sup> (Total)	-1.8%	-5.2%	14.0%	82.8%	24.1%	-9.5%	-20.2%
Portfolio (Annualized)	-	7.0	253	-	38.2%	10.7%	8.2%
Benchmark <sup>2</sup> (Annualized)		-	-	-	24.1%	-3.3%	-3.3%

1. Since the earliest initiating date of companies in the list of Top Picks

2. Green (red) indicates FRC's picks outperformed (underperformed) the benchmark.

### Our complete list of top picks (updated weekly) can be viewed here.

## Weekly Mining Commentary

Five of the seven key global equity indices we monitor reported gains in the past week. The S&P 500 was up 3.1% WoW.



#### Source: FRC / Various

A stronger US\$ not only pulled down gold and silver, but also base metal prices in the past week. Zinc was the biggest loser, with a 6.1% decline. We were not



surprised with the fall in base metals as we have been skeptical about the recent runup in prices.



**Inventory levels of base metals at LME and SHFE** (Shanghai Futures Exchange) declined in the past week. In the week prior to last, inventory levels had increased, which is another reason why prices dropped last week. We believe the decline in inventory last week will likely support prices in the coming week.



LME Inventory (September 28, 2020)

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>





Inline with the performance of commodity prices, the valuation of both gold and base metal producers declined last week. The market continues to have a positive outlook on gold prices as the current global average EV / R (3.8x) and EV / EBITDA (11.6x) are approximately 30% higher than their four-year averages (Data Source: S&P Capital IQ). The global average EV / R (1.5x) and EV / EBITDA (8.2x) of the Diversified Metals and Mining sector are in line with their past four-year averages, implying that the market does not expect any further upside in base metal prices.



©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



**Base Metal Producers** 



Source: S	S&P Capita	al IQ & FRC

		08-Sep-20		14-8	14-Sep-20		Sep-20	28-Sep-20	
	Gold Producers	EV/R	EV/EBITDA	EV/R	EV/EBITDA	EV/R	EV/EBITDA	EV/R	EV / EBITDA
		(forward)							
1	Barrick	5.13	10.32	5.28	10.59	5.15	10.24	4.92	10.03
2	Newmont	4.87	10.03	4.93	10.20	4.82	10.14	4.58	9.31
3	Polyus	6.72	9.35	6.66	9.20	6.64	9.09	6.10	8.42
4	Agnico Eagle	6.59	13.92	6.83	14.36	6.69	14.09	6.47	13.59
5	AngloGold	3.02	5.29	3.13	5.41	2.83	4.89	2.85	5.05
6	Kinross Gold	2.89	5.75	2.97	5.93	3.25	6.46	2.89	5.65
7	Gold Fields	3.21	6.57	3.54	6.11	3.22	6.49	3.09	6.22
8	Sibanye	1.33	3.96	1.33	3.69	1.20	3.34	1.17	3.26
9	Yamana	4.21	7.75	4.25	7.83	4.25	7.75	3.92	7.12
10	B2Gold	3.77	5.61	3.77	5.67	4.00	5.99	3.73	5.59
11	Alamos	5.05	10.19	4.92	9.88	4.76	9.53	4.40	8.76
12	Harmony	2.14	10.72	2.35	12.33	1.15	2.92	1.13	2.87
13	Eldorado Gold	2.07	4.04	2.04	3.97	2.24	4.34	1.93	3.74
	Average (excl outliers)	3.92	7.96	4.00	8.09	3.86	7.33	3.63	6.89
	Min	1.33	3.96	1.33	3.69	1.15	2.92	1.13	2.87
	Max	6.72	13.92	6.83	14.36	6.69	14.09	6.47	13.59

	Base Metal Producers	EV / R (forward)	EV / EBITDA (forward)						
1	BHP Group	3.53	6.81	3.52	6.78	3.59	6.84	3.42	6.52
2	Rio Tinto	2.78	5.61	2.87	5.87	2.84	5.77	2.65	5.39
3	South32	1.25	5.78	1.24	5.63	1.30	5.85	1.22	5.42
4	Glencore	0.41	6.92	0.41	6.93	0.40	6.72	0.39	6.49
5	Anglo American	1.68	5.59	1.70	5.57	1.65	5.33	1.62	5.22
6	Teck Resources	1.78	6.47	1.88	6.84	2.07	7.49	1.97	7.18
7	First Quantum	3.58	9.09	3.54	8.95	3.73	9.32	3.34	8.31
	Average (excl outliers)	2.14	6.61	2.17	6.65	2.23	6.76	2.09	6.36
	Min	0.41	5.59	0.41	5.57	0.40	5.33	0.39	5.22
	Max	3.58	9.09	3.54	8.95	3.73	9.32	3.42	8.31

Source: S&P Capital IQ & FRC

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



A key reason **we remain skeptical about base metals** is the recent surge in daily new cases in several countries, such as the U.S., Russia, the U.K., France, Iran, and Canada. On a slightly positive note, India experienced a decline in new cases last week.



Source: https://www.worldometers.info/coronavirus/

Tougher restrictions will be implemented if the number of cases keeps rising. Such a scenario will further push out a global economic recovery, and demand for base metals. Our commodity price forecasts (unchanged) are shown below. We have a positive outlook on gold as our Q4-2020 forecast is US\$1,925 per oz.

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



		FRC Forecasts		
	Current Price	2020E	Long-Term (2024+)	
Gold (US\$/oz)	\$1,875	\$1,730	\$1,400	
Silver (US\$/oz)	\$23.38	\$20.00	\$18.00	
Copper (US\$/lb)	\$2.97	\$2.70	\$3.00	
Zinc (US\$/lb)	\$1.07	\$1.00	\$1.10	
Nickel (US\$/lb)	\$6.48	\$6.00	\$8.00	
Source: FRC				

In the following section, we review companies that announced key developments in the past week.

## Mining / Exploration

Company Name:	Ticker Symbol	Current Share Price:	FRC Fair Value Estimate:	Date of PR:
Anglogold Ashanti Ltd.	NYSE: AU	US\$25.71	US\$48.88	Sept 22, 2020
PR Content Reinstated 2020	guidance.	guidand lower e Q4-201 bode w is trac	<b>Dinion</b> <b>e</b> – AU has the on growing cert and of previously is 9. The vote of ca ell for the stock. Gi king our projection g our financial mode	ainty, raising the sued guidance in onfidence should ven the guidance on, we are not

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u> PLEASE READ THE IMPORTANT DISCLOSURES AT THE BACK OF THIS REPORT



Current Share Date of PR: Company Ticker FRC Fair Value Name: Price: Estimate: Symbol TSX: GCM \$6.44 \$11.41 Sept 23, 2020 **Gran Colombia Gold Corp PR Content** FRC Opinion Positive - This move allows GCM to Spinning out its non-core Zancudo project (optioned to IAMGOLD / TSX: IMG) to monetize Zancudo. Our valuation models ESV Resources Ltd. (TSXV: ESV.H) for had not accounted for any value from 27M shares (valued at \$15M). ESV is Zancudo. A sale price of \$15M implies an upside of \$0.25 to GCM's share price. GCM currently pursuing a \$7M financing, of is planning to start paying quarterly which GCM will subscribe for \$3M. dividends (\$0.015 per share) in October 2020, implying a yield of 0.93% p.a. Company Ticker **Current Share** FRC Fair Value Date of PR: Name: Symbol Price: Estimate: **TSXV: NRM** \$0.20 \$0.40 Sept 22, 2020 Noram Ventures Inc.

PR Content	FRC Opinion
Initial chemical engineering studies on	<b>Positive –</b> This is a significant step toward
samples from NRM's Zeus lithium deposit	achieving a final >99.5% pure lithium
in Nevada showed a potential to produce	carbonate product suitable for the battery
97% pure lithium carbonate.	market. In our initiating report dated
	September 23, 2020, we had mentioned
	how Tesla's (Nasdaq: TSLA) recent
	acquisition of an undisclosed lithium clay
	deposit in Nevada is highly encouraging for
	NRM and other lithium players in the region.
	Our initiating report can be viewed here.



Page 10

Company Name:	Ticker Symbol	Currer Price:	nt Share	FRC Fair Value Estimate:	Date of PR:
Rockcliff Metals Corporation	CSE: RCLF	\$0.09		\$0.32	Sept 23, 2020
➢ 5.36% CuE	wn mineralizatio th. The deposit e a strike of 1,	n along is now 000 m, eve the , and	company ongoing Tower is includes projects gold-rich processin Flin Flon Manitoba strategica an option	<ul> <li>These results to use a higher PEA on the pro- one of RCF's ke three advanced (two high-grade of copper project), and tailings fac -Snow Lake gree . All three projects ally placed, offerin to use a 'hub and c ore from all three</li> </ul>	resource in an bject. Note that y assets, which stage copper copper and one and a leased sility – all in the enstone belt in and the mill are og the company spoke' strategy,

Company Name:	Ticker Symbol	Currer Price:	nt Share	FRC Fair Value Estimate:	Date of PR:
Renforth Resources Inc.	CSE: RFR	\$0.06		\$0.12	Sept 22, 2020
PR Content Completed 1,000 (12 holes) reso drilling on its F Quebec. The con that its Surime interpreted to hos nickel / PGE syste	urce expansior Parbec gold pr mpany also an au project ha st a large-scale	n / infill roject in nounced is been	RFR is the expect the exploration of a \$3.24 Radissor	With the recent sa fully focused on F ne company to pu on on Surimeau. R million equity Mining (TSXV: RFR will have ov	Parbec. We also rsue preliminary FR is completing financing with RDS). Upon

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u> PLEASE READ THE IMPORTANT DISCLOSURES AT THE BACK OF THIS REPORT



Company Name:	Ticker Symbol	Current	Share FRC Fair Va Estimate:	lue Date of PR:
<u>Eskay Mining</u> <u>Corp.</u>	TSXV: ESK	\$0.75	N/A	Sept 22, 2020
PR Content ESK's first drill pr (Golden Triangle promising values, 210.0 gpt Ag and Au eq) over 11.24 - 1.16 m grading gpt Au (7.99 gpt A - 5.48 m grading gpt Au (5.21 gpt A	in B.C.) return including: 1.23 gpt Au (4 m, including: 182.0 gpt Ag a u eq) 324.5 gpt Ag a	V target P ed very k c 4.11 gpt e s nd 5.46 k	<b>RC Opinion</b> ositive – These att ng intercepts are ver ompany expects to r dditional holes, v ncountered massive nortly. An EM survey ear surface conductive lometer long corridor. odate once all the resu	ry encouraging. The release results from which have also sulphide intercepts, indicates numerous e targets within a two . We will publish an

Company Name:	Ticker Symbol	Curren Price:	t Share	FRC Fair Value Estimate:	Date of PR:
Quaterra Resources Inc.	TSXV: QTA	\$0.09		\$0.49	Sept 23, 2020
<b>PR Content</b> Planning a \$3M per unit. Each common share a price of \$0.15 pe	unit will consist nd half warrant (	st of a exercise	Groundho miles no porphyry advancin	<ul> <li>The funds will b og project in Alas orth of the Pel deposit. The c</li> </ul>	e used to drill the ka, located just 3 oble copper-gold company is also oxide portion of its a).

<sup>©2020</sup> Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



Company Name:	Ticker Symbol	Current Shar Price:	e FRC Fair Value Estimate:	Date of PR:		
<u>Sirios</u> <u>Resources Inc.</u>	TSXV: SOI	\$0.14	\$0.41	Sept 22, 2020		
<b>PR Content</b> Assay results fr (totaling 1,141m) 10,000 m drill prog property at Eeyo Quebec returned such as 4.65 g/t A 10.3 g/t Au over 2	of phase one gram at the Aquil u Istchee Jame I encouraging Au over 6.9 m, in	holes Posit e of a result on gold recen es Bay, Chee values, result icluding two comp its o Mana	company is planning additional drilling, per			
Company Name:	Ticker Symbol	Current Shar Price:	e FRC Fair Value Estimate:	Date of PR:		
MGX Minerals	CSE: XMG	\$0.07	\$0.75	Sept 28, 2020		
PR Content			<b>•</b> • •			

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



Company Name:	Ticker Symbol	Curren Price:	t Share	FRC Fair Value Estimate:	Date of PR:
Mammoth Resources Corp.	TSXV: MTH	\$0.05		\$0.18	Sept 22, 2020
<b>PR Content</b> Option partner Cer CG) has decided activities at MTH' property in Chihual	to cease expl s Tenoriba gold	oration d-silver	recently Tenoriba. decided to MTH will or find a company potentially exploration value esti per share from equi Tenoriba. partially	<ul> <li>This came as shapplied for a constrained on MTH from a constrained on MTH from a constrained for a constrai</li></ul>	drill permit at as to why CG tion agreement. ng capital, and / Tenoriba. The ed its intent to another junior e lowing our fair \$0.31 to \$0.18 share dilution led to advance act of this was ease in MTH's

Company Name:	Ticker Symbol	Current Price:	Share FRC Fair Value Estimate:	ue Date of PR:
Ultra Resources Inc.	TSXV: ULI	\$0.07	N/A	Sept 22, 2020
PR Content Metallurgical testw from its 100% own in La Rioja Provinc high recovery rate	ed Chepes gol ce, Argentina s	samples <b>P</b> d project w howed a li l. b A ir e w p	RC Opinion ositive – This bodes w hich has recently turn hium to gold. The comp ase metal, and brine rgentina, and a hard re Ontario. We are retra stimate on the compan as previously based operties. None of the ortfolio have a resource	ned its focus from pany holds gold and lithium projects in ock lithium property acting our fair value ny as our valuation d on its lithium e properties in the

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



	<u>Special Si</u>	tuatior	<u>is and To</u>	<u>echnology</u>					
Company	Ticker Curre		Ticker Current Sha		nt Share	FRC Fair Valu	e Date of PR:		
Name:	Symbol	Price:		Estimate:					
Kontrol Energy Corp.	CSE: KNR	\$3.60		\$6.72	Sep 28, 2020				
PR Content Announced receip SmartSuite® teo manage and reduc in four multi-unit Ontario.	chnology to ce in-suite heatin	control, ig costs	managen business exciteme and its revenue revenue) changes company	<ul> <li>We are plement is able to segments de nent about the contraction de commercialization (estimation for 2020, and a to our projection to make its</li> </ul>	ased to see that grow its organic spite the recent mpany's BioCloud on. We estimate excluding BioCloud re not making any ns. We expect the BioCloud units November 2020.				

	<b>Special</b>	<b>Situations</b>	and	Technology
--	----------------	-------------------	-----	------------

Company Name:	Ticker Symbol	Curren Price:	t Share	FRC Fair Value Estimate:	Date of PR:
Exro Technologies Inc.	TSXV: EXRO	\$1.36		\$1.69	Sept 28, 2020
<b>PR Content</b> Initiates a collabo GMBH to integrat micro mobility app	e its coil technol		technolo & turbin with mo While a we wou of conce to our expects its partr Q4-2020	inion - Heinzmann is a bgy company spec e management ar bre than EUR 60 ny partnership is Id like to see a de pt prior to making valuation models to show operation hership with Pote 0, and we will be ment closely.	ializing in engine ad electric drives, million in sales. positive for Exro, monstrated proof any adjustments any adjustments . The company al application with ncia Industrial in



## <u>Cannabis</u>

Company Name:	Ticker Symbol	Curren Price:	t Share	FRC Fair Value Estimate:	Date of PR:		
Indiva Limited	TSXV: NDVA	\$0.24		\$0.55	Sep 23, 2020		
PR Content			FRC Op	inion			
Announced it has Gummies to B.0 already available It will initially ma product available.	C. and the pro in stores for con ke three flavour	oduct is sumers.	compan checked BCcann Mango (\$6.99 fe Wana 2020 is	<ul> <li>We are pleasy expand its</li> <li>the products' abisstores.com, ar Sativa flavour is a or 2 pc). Our reveasion of \$2.38 million, of of \$11.22 million.</li> </ul>	distribution. We availability on nd found that the Iready on display nue forecast from (unchanged) for		



## Weekly Cannabis Commentary

#### **Cannabis Industry Performance**

Company	YTD	1-Week	1-Year
Aphria Inc.	-13%	-5%	-18%
Aurora Cannabis Inc.	<b>-79%</b>	<b>-24%</b>	<b>-91%</b>
Canopy Growth Corp.	<b>-26%</b>	<b>-9%</b>	-37%
Cronos Group Inc.	<b>-29%</b>	-1%	-44%
Tilray Inc.	<b>-70%</b>	-1%	<b>-80%</b>
HEXO Corp.	-59%	<b>-9%</b>	<b>-83%</b>
Organigram Holdings Inc.	-55%	-17%	<b>-70%</b>
The Supreme Cannabis Co., Inc.	-77%	0%	<b>-88%</b>
AVERAGE	-51%	<b>-8%</b>	<b>-64%</b>
MIN	<b>-79%</b>	<b>-24%</b>	<b>-91%</b>
MAX	-13%	0%	-18%
Indexes	YTD	1-Week	1-Year
НММЈ	-31%	-3%	-51%
MCAN	NM	-4%	NM
XCAN	NM	<b>-9%</b>	NM

Note: MCAN and XCAN was launched on November 18, 2019 and January 20, 2020, respectively. Source: TMX Money, FRC

Over the past week, the Horizons Marijuana Life Sciences ETF (TSX: HMMJ / "HMMJ"), the Standard & Poor's/MX International Cannabis Index ("MCAN"), and the Standard & Poor's/TSX Cannabis Index ("XCAN") generated a return of -3%, -4%, and -9%, respectively. Earlier in the week, Aurora Cannabis Inc. (TSE: ACB) shares plunged to the lowest point in four years, falling by 24%, after the company missed revenue expectations and posted a record loss in Q4 (ended June 30, 2020). The effect of it was felt by stocks throughout the sector.

#### Valuation of Select Canadian LPs

The following shows the average Enterprise Value to Revenue ("EV/R") of the Canadian cannabis companies that we track.





Source: S&P Capital IQ, FRC

Sep 21, 2020	Sep 28, 2020
--------------	--------------

Company	Ticker	TEV/Revenue	TEV/EBITDA	TEV/Revenue	TEV/EBITDA
Aphria Inc.	TSX: APHA	3.1	33.2	2.9	30.6
Aurora Cannabis Inc.	TSX: ACB	4.4	NM	4.2	NM
Canopy Growth Corp.	TSX: WEED	16.2	NM	14.1	NM
Cronos Group Inc.	TSX: CRON	34.9	NM	33.8	NM
Tilray Inc.	NASDAQ: TLRY	5.6	NM	5.3	NM
HEXO Corp.	NYSE: HEXO	4.6	NM	4.6	NM
Organigram Holdings Inc.	TSX: OGI	3.8	NM	3.9	NM
The Supreme Cannabis Co., Inc.	TSX: FIRE	3.5	NM	4.9	NM
	AVERAGE	9.5	NM	9.2	NM
	MEDIAN	4.5	NM	4.7	NM
	MINIMUM	3.1	NM	2.9	NM
	MAXIMUM	34.9	NM	33.8	NM

Source: S&P Capital IQ, FRC

The average EV/R, as of September 28, 2020, is 9.2x - a decrease from 9.5x a week ago. The average EV/R, from October 7, 2019 to date, is 11.54x.

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



## Canadian Retail Cannabis Pricing

Province (As of 2020/9/28)		Average Price per Gram		Average Price per Gram THC		Average Price per Gram CBD	# of Products	Min. Price		Max. Price
B.C.	¢	10.04	¢	10.13		8.22	# 01 F10ddcts			80.29
Ontario	ŝ	9.65	\$	9.80	\$	8.55	257		\$	23.98
Quebec	ę	9.21	\$	9.17	\$	9.58	187	•	\$	14.55
Alberta	φ ¢	11.39	\$	11.39	\$	11.39	289		\$	22.00
N.B.	ŝ	9.88	\$	9.99	\$	8.75	156			16.28
P.E.I.	¢	10.14		10.19	\$	9.49	144	• • • • •	•	23.30
Newfoundland	¢ ¢	10.14		10.13	ф \$	9.49 10.36	144	•		15.40
Yukon	¢ ¢	14.73		14.81	ф \$	13.95	140		э \$	16.15
N.S.	¢ ¢		э \$	14.81	э \$	9.82	168	• • • •	э \$	42.85
N.S. Nunavut	¢ ¢	11.69			ъ \$	9.62	34	• • • • •	э \$	42.65
Northwest Territories	¢ ¢	11.59		11.80 11.54	Ф	12.41	34		э \$	13.00
	þ				¢	11.57		• • • •		
Manitoba	\$	11.64	ֆ Տ	11.65 12.46	\$ \$		281	• • • • •	\$	20.43
Saskatchewan CANADA	\$	12.38 10.99	ֆ \$	12.46	\$ \$	11.42 10.46	138	4.95		38.50
	Ψ		÷		-					
Province (As of 2020/9/21)	÷	Average Price per Gram	•	Average Price per Gram THC	•	Average Price per Gram CBD	# of Products	Min. Price		Max. Price
Province (As of 2020/9/21) B.C.	\$	Average Price per Gram 10.08	\$	Average Price per Gram THC 10.16	\$	Average Price per Gram CBD 8.22	241	\$ 3.93	\$	80.29
Province (As of 2020/9/21) B.C. Ontario	\$	Average Price per Gram 10.08 9.65	\$ \$	Average Price per Gram THC 10.16 9.80	\$ \$	Average Price per Gram CBD 8.22 8.55	241 257	\$ 3.93 \$ 4.20	\$ \$	80.29 23.98
Province (As of 2020/9/21) B.C. Ontario Quebec	\$	Average Price per Gram 10.08 9.65 9.23	\$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17	\$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73	241 257 187	\$ 3.93 \$ 4.20 \$ 4.85	\$ \$ \$	80.29 23.98 14.55
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta	\$ \$ \$	Average Price per Gram 10.08 9.65 9.23 11.42	\$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42	\$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39	241 257 187 289	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93	\$ \$ \$	80.29 23.98 14.55 22.00
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B.	• • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83	\$ \$ \$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42 9.94	\$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70	241 257 187 289 157	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57	\$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I.	• • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42 9.94 10.28	\$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49	241 257 187 289 157 142	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20	\$ \$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28 23.30
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland	****	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20	\$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC         10.16           9.80         9.17           11.42         9.94           10.28         10.28           10.17         10.28	\$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36	241 257 187 289 157 142 146	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62	\$ \$ \$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28 23.30 15.40
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon	• • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73	\$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42 9.94 10.28 10.17 14.81	\$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95	241 257 187 289 157 142 146 146	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69	\$ \$ \$ \$ \$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon N.S.	• • • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73 10.39	\$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42 9.94 10.28 10.17 14.81 10.45	\$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95 9.82	241 257 187 289 157 142 146 10 10	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69 \$ 5.36	\$ \$ \$ \$ \$ \$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15 42.85
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon N.S. Nunavut	• • • • • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73 10.39 11.73	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC         10.16           9.80         9.17           11.42         9.94           10.28         10.17           14.81         10.45           11.84         11.84	\$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95	241 257 187 289 157 142 146 100 168 36	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69 \$ 5.36 \$ 9.43	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15 42.85 17.91
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon N.S. Nunavut Northwest Territories	• • • • • • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73 10.39 11.73 11.54	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC         10.16           9.80         9.17           11.42         9.94           10.28         10.28           10.17         14.81           10.45         11.84           11.54         11.54	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95 9.82 12.41	241 257 187 289 157 142 142 146 10 168 36 3 3	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69 \$ 5.36 \$ 9.43 \$ 12.08	*****	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15 42.85 17.91 13.00
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon N.S. Nunavut Northwest Territories Manitoba	• • • • • • • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73 10.39 11.73 11.54	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC 10.16 9.80 9.17 11.42 9.94 10.28 10.17 14.81 10.45 11.84 11.54	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95 9.82 12.41	241 257 187 2289 157 142 146 10 168 36 3 3 280	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69 \$ 5.36 \$ 9.43 \$ 12.08	*****	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15 42.85 17.91 13.00 20.43
Province (As of 2020/9/21) B.C. Ontario Quebec Alberta N.B. P.E.I. Newfoundland Yukon N.S. Nunavut Northwest Territories	• • • • • • • • • • • • • • • • •	Average Price per Gram 10.08 9.65 9.23 11.42 9.83 10.22 10.20 14.73 10.39 11.73 11.54 11.65 12.48	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram THC         10.16           9.80         9.17           11.42         9.94           10.28         10.28           10.17         14.81           10.45         11.84           11.54         11.54	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Average Price per Gram CBD 8.22 8.55 9.73 11.39 8.70 9.49 10.36 13.95 9.82 12.41	241 257 187 289 157 142 142 146 10 168 36 3 3	\$ 3.93 \$ 4.20 \$ 4.85 \$ 3.93 \$ 3.57 \$ 2.20 \$ 4.62 \$ 12.69 \$ 5.36 \$ 9.43 \$ 12.08	*****	80.29 23.98 14.55 22.00 16.28 23.30 15.40 16.15 42.85 17.91 13.00

Source: Online Provincial Cannabis Stores, FRC

The average retail price per gram decreased week-over-week to \$10.99. The below chart shows Canadian retail dried cannabis flower pricing since we began price coverage.



©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



As of September 28, 2020, there are 1,155 retail cannabis stores across Canada. The week-over-week increase of store numbers was 15. The following chart shows the number of stores by the last five weeks:



	Sept-14-2020	Sept-21-2020	Sept-28-2020		
Geographic Region	Store Count	Store Count	Store Count	Population	Population / Store
Alberta	520	524	526	4,428,247	8,700
B.C.	254	256	258	5,120,184	22,656
Manitoba	30	30	30	1,379,121	45,971
N.B.	20	20	24	780,890	39,045
N.S.	12	12	15	978,274	81,523
Newfoundland	26	26	26	520,437	20,817
Northwest Territories	5	5	5	44,982	8,996
Nunavut	N/A	n/a	n/a	39,486	N/A
Ontario	163	169	173	14,745,040	105,322
P.E.I.	4	4	4	158,717	39,679
Quebec	45	45	45	8,552,362	203,628
Saskatchewan	44	44	44	1,181,987	26,863
Yukon	5	5	5	41,293	8,259
CANADA	1,128	1,140	1,155	37,971,020	35,754

The following shows the number of retail cannabis stores by province/territory:

Source: Provincial Websites, FRC

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u>



Page 20

Of the 15 new stores opened in Canada over the past week, New Brunswick and Nova Scotia had four and three new stores, respectively. Among the larger markets, Ontario had four, Alberta and B.C. had two each.

©2020 Fundamental Research Corp. "17+ Years of Bringing Undiscovered Investment Opportunities to the Forefront" <u>Click here to view FRC's complete list of top picks</u> PLEASE READ THE IMPORTANT DISCLOSURES AT THE BACK OF THIS REPORT



#### **Disclaimers and Disclosure**

The opinions expressed in this report are the true opinions of the analyst(s) about any companies and industries mentioned. Any "forward looking statements" are our best estimates and opinions based upon information that is publicly available and that we believe to be correct, but we have not independently verified with respect to truth or correctness. There is no guarantee that our forecasts will materialize. Actual results will likely vary. Companies mentioned in pages 2 and 8-15 are covered by FRC under an issuer paid model, except AU. FRC or companies with related management, and Analysts, may hold shares in some companies mentioned in this report including Indiva, Barrick, and MFST. Distribution procedure: our reports are distributed first to our webbased subscribers on the date shown on this report then made available to delayed access users through various other channels for a limited time.

To subscribe for real-time access to research, visit https://www.researchfrc.com/website/subscribe for subscription options.

This report contains "forward looking" statements. Forward-looking statements regarding the Company, industry, and/or stock's performance inherently involve risks and uncertainties that could cause actual results to differ from such forward-looking statements. Factors that would cause or contribute to such differences include, but are not limited to, continued acceptance of the Company's products/services in the marketplace; acceptance in the marketplace of the Company's new product lines/services; competitive factors; new product/service introductions by others; technological changes; dependence on suppliers; systematic market risks and other risks discussed in the Company's periodic report filings, including interim reports, annual reports, and annual information forms filed with the various securities regulators. By making these forward-looking statements, Fundamental Research Corp. and the analyst/author of this report undertakes no obligation to update these statements for revisions or changes after the date of this report.

Fundamental Research Corp DOES NOT MAKE ANY WARRANTIES, EXPRESSED OR IMPLIED, AS TO RESULTS TO BE OBTAINED FROM USING THIS INFORMATION AND MAKES NO EXPRESS OR IMPLIED WARRANTIES OR FITNESS FOR A PARTICULAR USE. ANYONE USING THIS REPORT ASSUMES FULL RESPONSIBILITY FOR WHATEVER RESULTS THEY OBTAIN FROM WHATEVER USE THE INFORMATION WAS PUT TO. ALWAYS TALK TO YOUR FINANCIAL ADVISOR BEFORE YOU INVEST. WHETHER A STOCK SHOULD BE INCLUDED IN A PORTFOLIO DEPENDS ON ONE'S RISK TOLERANCE, OBJECTIVES, SITUATION, RETURN ON OTHER ASSETS, ETC. ONLY YOUR INVESTMENT ADVISOR WHO KNOWS YOUR UNIQUE CIRCUMSTANCES CAN MAKE A PROPER RECOMMENDATION AS TO THE MERIT OF ANY PARTICULAR SECURITY FOR INCLUSION IN YOUR PORTFOLIO. This REPORT is solely for informative purposes and is not a solicitation or an offer to buy or sell any security. It is not intended as being a complete description of the company, industry, securities or developments referred to in the material. Any forecasts contained in this report were independently prepared unless otherwise stated, and HAVE NOT BEEN endorsed by the Management of the company which is the subject of this report. Additional information is available upon request. THIS REPORT IS COPYRIGHT. YOU MAY NOT REDISTRIBUTE THIS REPORT WITHOUT OUR PERMISSION. Please give proper credit, including citing Fundamental Research Corp and/or the analyst, when quoting information from this report. The information contained in this report is intended to be viewed only in jurisdictions where it may be legally viewed and is not intended for use by any person or entity in any jurisdiction where such use would be contrary to local regulations or which would require any registration requirement within such jurisdiction.