TERRASCEND

2026 Third Quarter Financial Results

November 5, 2026

Terrascend.com

TSX: TSND | OTCQX: TSNDF

Executive Leadership Speakers



Jason Wild

Executive Chairman



Ziad Ghanem

President &
Chief Executive Officer



Eric Jackson

Chief Financial Officer

Disclaimer

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Although the Company believes that the expectations and assumptions on which such forward-looking information and forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking information and forward-looking statements because the Company can give no assurance that they will prove to be correct. Actual results and developments may differ materially from those contemplated by these statements. Forward-looking information and forward-looking statements are subject to a variety of risks and uncertainties that could cause actual events or results to differ materially from those projected in the forward-looking information and forward-looking statements. Such risks and uncertainties include, but are not limited to, current and future market conditions; the Company's ability to execute on its business strategy, drive efficiency, and achieve profitability and growth targets; the Company's ability to continue generating positive cash flow from operations; the impact and scope of the rescheduling of cannabis, including the distinction between medical and adult-use cannabis and the ongoing nature of the broader rescheduling process; risks related to federal, state, provincial, territorial, local and foreign government laws, rules and regulations, including federal and state laws in the United States relating to cannabis operations in the United States; and the risk factors set out in the Company's most recently filed MD&A, filed with the Canadian securities regulators and available under the Company's profile on SEDAR+ at www.sedarplus.ca and in the section titled "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2025 filed with the Securities and Exchange Commission (the "SEC") on March 12, 2026.

The statements included in this presentation are made as of the date of this presentation. TerrAscend disclaims any intent or obligation to update any forward-looking information or forward-looking statements, whether as a result of new information, future events or results or otherwise, other than as required by applicable securities laws.

No stock exchange, securities commission or other regulatory authority has approved or disapproved the information contained herein.

Disclaimer

Definition and Reconciliation of Non-GAAP Measures

In addition to reporting the financial results in accordance with generally accepted accounting principles in the United States ("GAAP"), the Company reports certain non-GAAP financial measures, including EBITDA from continuing operations, Adjusted EBITDA from continuing operations, Adjusted EBITDA margin from continuing operations, Free Cash Flow, and Free Cash Flow Yield. Non-GAAP measures used by management do not have any standardized meaning prescribed by GAAP and may not be comparable to similar measures presented by other companies. The Company believes that certain investors and analysts use these measures as a common measurement to value companies in the cannabis industry, and the Company calculates: (i) Free cash flow from net cash provided by operating activities from continuing operations less capital expenditures for property and equipment, which management believes is an important measurement of the Company's ability to generate additional cash from its business operations, (ii) Free Cash Flow Yield by taking Free cash flow on a trailing twelve-month basis and dividing by the market value of the Company's outstanding and exchangeable shares, which management believes provides investors with important information regarding cash generation relative to the Company's market valuation, and (iii) EBITDA from continuing operations and Adjusted EBITDA from continuing operations as net loss, adjusted in each case to exclude provision for income taxes, finance expenses, and amortization and depreciation, and further adjusted for Adjusted EBITDA from continuing operations to exclude share-based compensation, loss on extinguishment of debt, (gain) loss on fair value of derivative liabilities, unrealized and realized foreign exchange loss, unrealized and realized loss on investments, gain on lease termination, gain from revaluation of contingent consideration, and certain other one-time items, which management believes are not reflective of the ongoing operations and performance of the Company. Such information is intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of each non-GAAP financial measure to the most directly comparable GAAP measure set forth below.

The Company believes EBITDA and Adjusted EBITDA from continuing operations are useful performance measures to assess the performance of the Company as they provide more meaningful ongoing operating results by excluding the effects of expenses that are not reflective of the Company's underlying business performance and other one-time or non-recurring expenses.

Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are contained in the Appendix to this presentation. The Company has not provided a reconciliation of its forward-looking Adjusted EBITDA Margin from continuing operations with the most directly comparable GAAP measure in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. The Company is unable to calculate the most directly comparable GAAP measure, without unreasonable efforts due to the variability and low visibility with respect to certain costs such as stock-based compensation, certain fair value measurements, tax items, and others that may arise during the period that are not ascertainable.

Third Party Information

Certain information contained in this presentation and statements made orally during the related earnings webcast relate to or are based on studies, publications, surveys and other data obtained from third-party sources and the Company's own internal estimates and research. While the Company believes these third-party studies, publications, surveys and other data to be reliable as of the date of this presentation, the Company has not independently verified, and makes no representations as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, no independent source has evaluated the reasonableness or accuracy of the Company's internal estimates or research and no reliance should be made on any information or statements made in this presentation relating to or based on such internal estimates and research.

Overview

Jason Wild, Executive Chairman

Q3 2026 Financial Highlights

$68.2 M
Net Revenue

+5% YoY

$17.5 M
Adjusted EBITDA from Continuing Operations*

+3% YoY

52.3%
Gross Profit Margin

+20 bps YoY

25.6%
Adjusted EBITDA Margin from Continuing Operations*

$8.8 M
Net Cash Provided from Continuing Operations

- 17.7% Operating Cash Flow Yield

Representing 17th Consecutive Positive Quarter

$6.1 M
Free Cash Flow*

- 14.0% Free Cash Flow Yield

Representing 13th Consecutive Positive Quarter

* Adjusted EBITDA from continuing operations, Adjusted EBITDA Margin from continuing operations, and Free Cash Flow are non-GAAP measures defined in the section titled "Definition and Reconciliation of Non-GAAP Measures" and reconciled to the most directly comparable GAAP measure in the Appendix at the end of this presentation.

Strength Across Vertically Integrated Core Markets

- New Jersey: Closed on Aunt Mary's in late September, 5th dispensary in the state, generating over US$10M in annualized revenue and immediately accretive on an EBITDA and free cash flow basis.
- Maryland: Revenue grew YOY and sequentially while maintaining strong margins.
- Pennsylvania: Highest growth market, delivering substantial YOY revenue growth and margin expansion, driven by 12% same store retail sales growth, and a 31% increase in wholesale revenue.
- Cash: $42.5 million as of 9/30/26.
- Continued free cash flow generation
- Strong balance sheet, access to capital through our term loan facility and free cash flow generation provide the fuel to pursue additional growth opportunities.

Regulatory Reform Developments at Federal and State Levels

- TerrAscend operates the business independent of regulatory reform; successful reform represents upside.
- Rescheduling state-licensed medical cannabis to Schedule III represents a monumental inflection point.
- As part of the medical rescheduling process, the DEA has been conducting onsite inspections of the Company's facilities. The Company has completed numerous inspections, and the process is progressing.
- Enforcement against unregulated intoxicating hemp products continues to build ahead of the intoxicating hemp ban scheduled to take effect on December 11.
- In active dialogue with the major U.S. exchanges and continue to take the necessary steps to prepare for a potential listing.



State-by-State Overview

Ziad Ghanem, President & Chief Executive Officer

New Jersey

3Q '26 Highlights

- Revenue increased year-over-year led by gains in both sales and market share across key product categories, despite increased retail competition and price compression.*
- Completed the acquisition of Aunt Mary's, 5th dispensary in the state.
- Legend vapes remain the #1 vape cartridge brand with 12.1% share out of 215 brands. Legend branded prerolls up 21% from the 2nd quarter, driven by both infused and non-infused multipacks.**
- Edibles market share increased, driven by new products in Valhalla brand, a line extension into edibles for Kind Tree, and the launch of the Cuue and One brands. Delivered third consecutive quarter of growth in sales and share in concentrates, driven by expanded product offering.**



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* LIT Alerts is an independent market measurement source.
** BDSA.

Maryland

3Q ’26 Highlights

- Revenue grew year-over-year and with strong gross margins.
- Operations are running at an annualized revenue of approximately $75 million, with gross margins in the high 50’s.
- Gained market share in the quarter, across all categories, including flower, preroll, and vape.*
- New Kind Tree and Tyson 2.0 edibles generated nearly one additional point of market share in the quarter.**
- Focused on improving efficiency, expanding manufacturing footprint, and optimizing cultivation and retail operations.



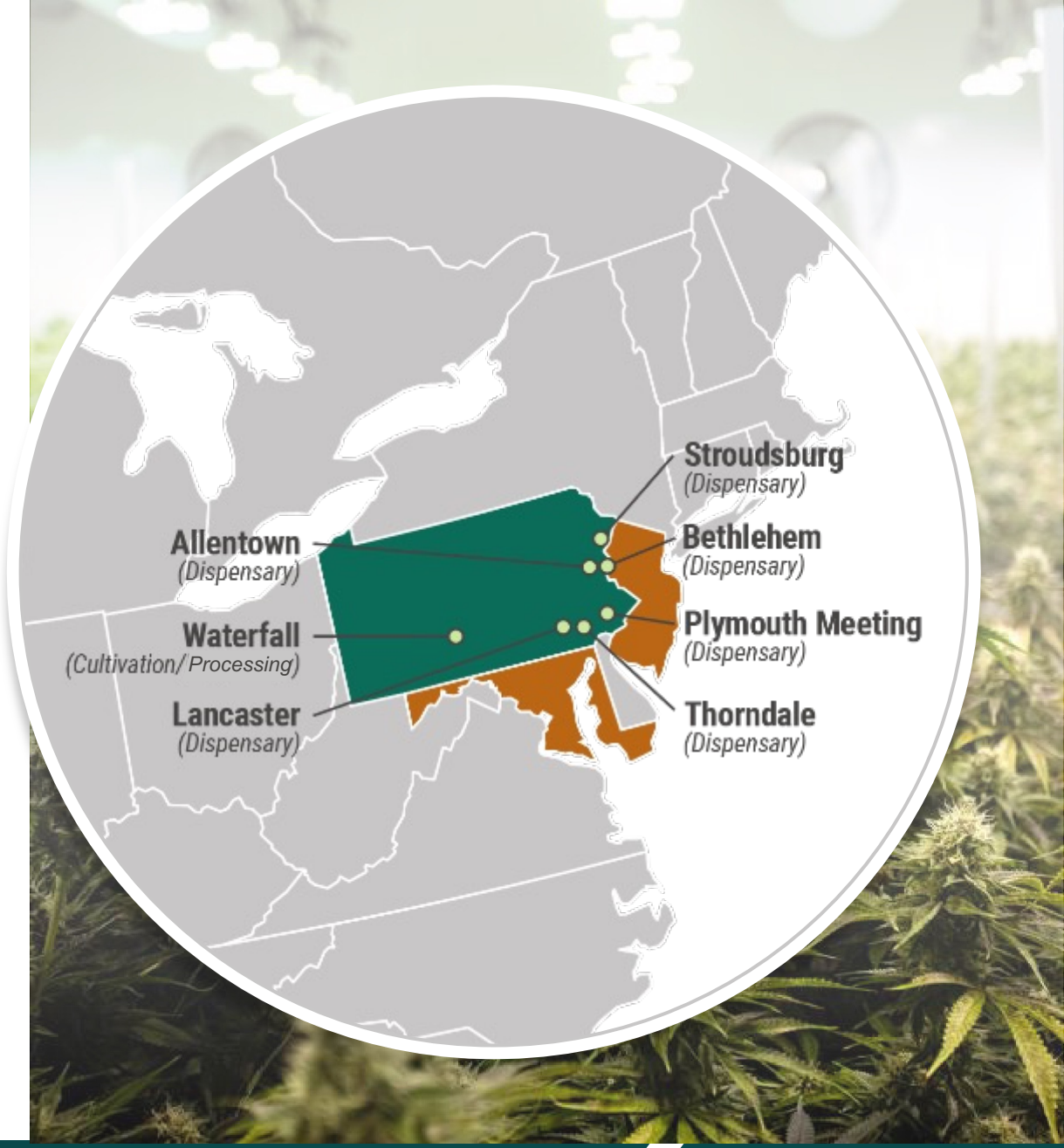
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Pennsylvania

3Q '26 Highlights

- Revenue grew 16% year-over-year, driven by 12% same store sales growth and 31% increase in wholesale revenue, while gross margins expanded 800 basis points.
- 6th consecutive quarter of sequential retail revenue growth. Pennsylvania was the Company's fastest-growing core market during the quarter.
- 5 of 6 Apothecarium stores ranked in the top 15 out of ~200 dispensaries in the state*.
- Gained market share across all categories. Among the first suppliers to introduce 100mg medical troches, which are one of the Company's bestselling SKUs**.
- Fully built-out, large-scale cultivation and manufacturing facility now operating at its highest utilization rate in years with finished flower output increasing 68% year-over-year.
- Additional capacity available to meet future medical and adult-use demand.



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Ohio

3Q ’26 Highlights

- Sales grew double digits YOY driven by consumers returning to the regulated market following the state's ban on intoxicating hemp products.
- Strategy in Ohio remains unchanged: build a scaled, high-quality retail footprint through disciplined, accretive acquisitions.
- Actively evaluating other potential M&A opportunities.

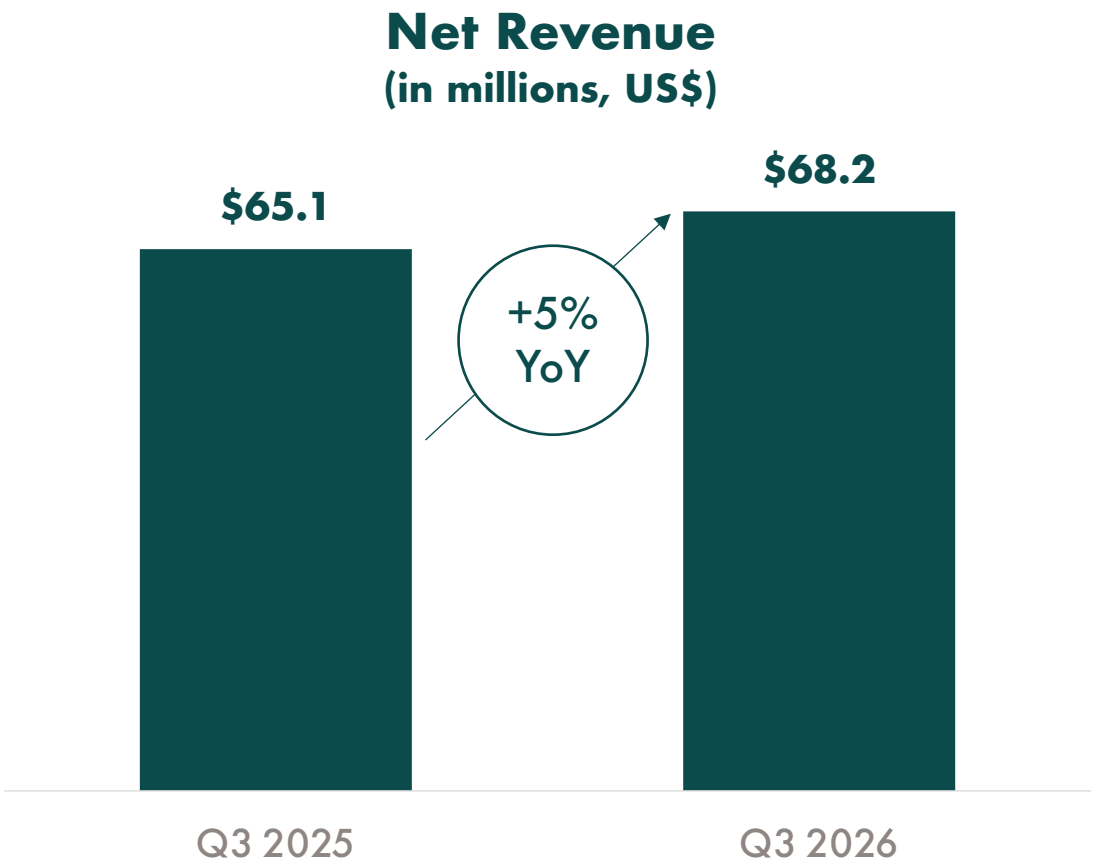


Financial Overview*

Eric Jackson, Chief Financial Officer

* The following financial measures reflect results from continuing operations, unless otherwise noted. In connection with the Company's previously announced plan to sell all Michigan assets, those assets were classified as discontinued operations beginning with the quarter ended June 30, 2025, and all prior-period amounts have been recast accordingly.

Third Quarter 2026 Net Revenue



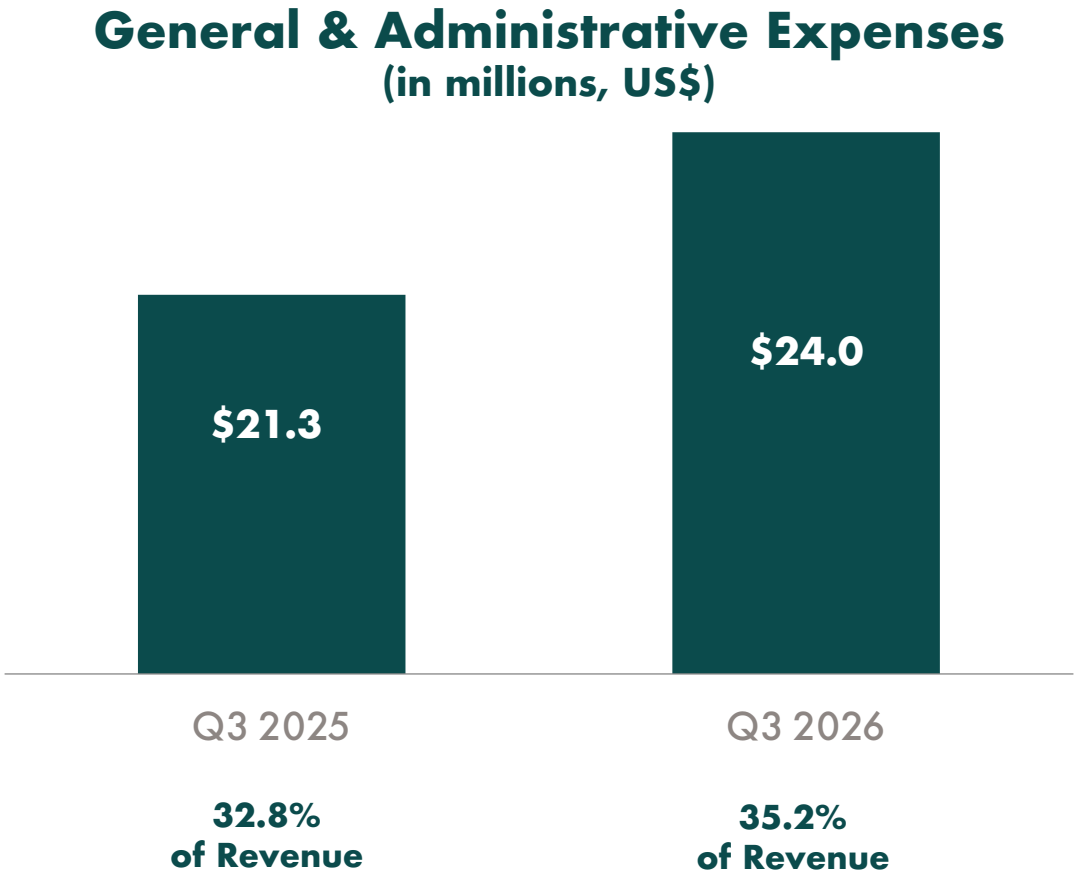
- Revenue: $68.2 million compared to $65.1 million in Q3 2025, representing YoY growth of approximately 5%.

Third Quarter 2026 Gross Profit Margin



- Gross Profit Margin: Increased to 52.3% versus 52.1% in Q3 2025.
- YOY, gross profit improved by 20 basis-points.

Third Quarter 2026 General & Administrative (G&A) Expenses



- G&A expenses for Q3 2026, $24.0 million, compared to $21.3 million in Q3 2025.
- G&A as a % of net revenue for Q3 2026, 35.2%, compared to 32.8% for Q3 2025.

Third Quarter 2026 Net Loss and Adjusted EBITDA*

GAAP Net Loss

from continuing operations (in millions, US$)

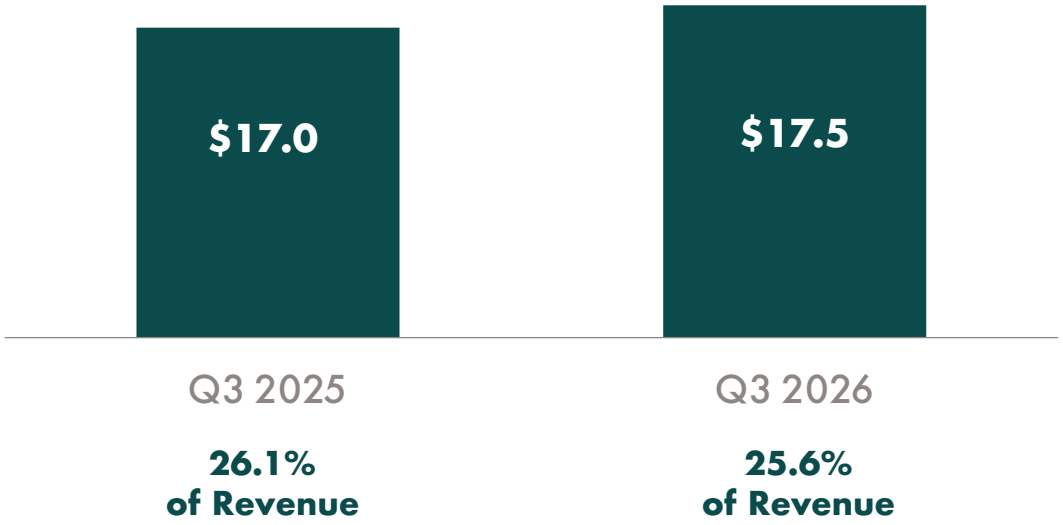


GAAP Net Loss from Continuing Operations:

- $5.5 million net loss, compared to $9.9 million net loss in Q3 2025.

Adj EBITDA*

from continuing operations (in millions, US$)



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* Adjusted EBITDA from continuing operations and Adjusted EBITDA margin from continuing operations are non-GAAP measures defined in the section titled "Definition and Reconciliation of Non-GAAP Measures" and reconciled to the most directly comparable GAAP measure in the Appendix at the end of this presentation.

Balance Sheet & Cash Flow

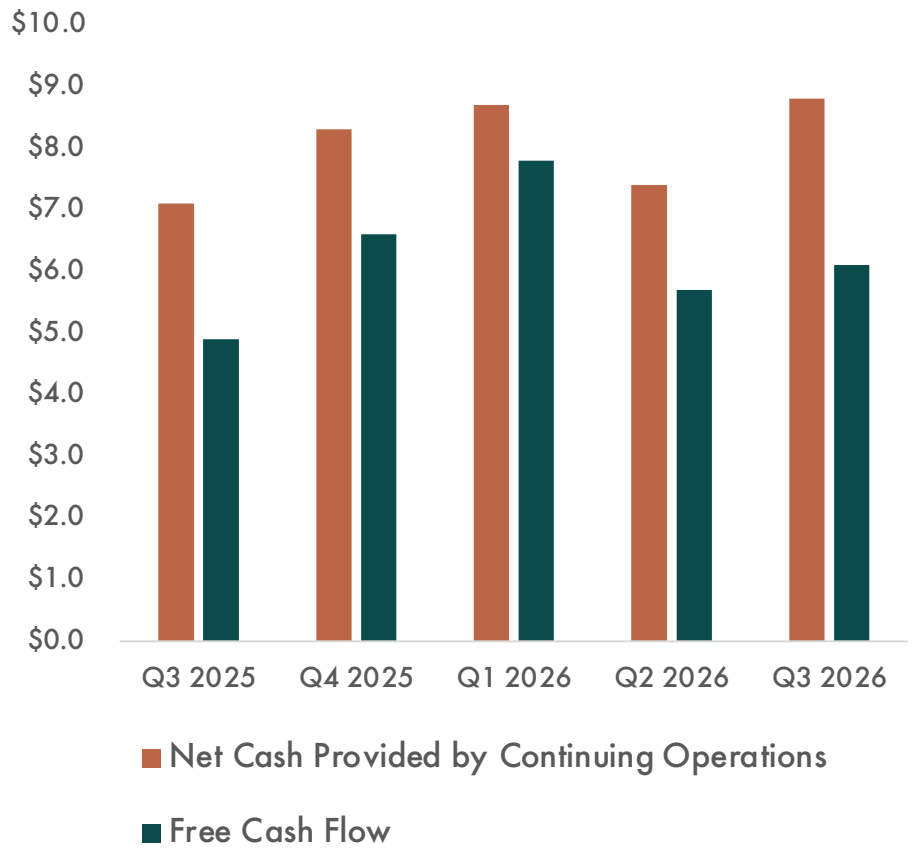
- **Cash and cash equivalents:**
  - $42.5 million (9/30/26).

- **Net cash provided by continuing operations:**
  - $8.8 million for Q3 2026.
  - Operating Cash Flow Yield of 17.7%**.
  - 17th consecutive quarter of positive cash flow from continuing operations.

- **Capex:**
  - $2.7 million for Q3 2026, primarily related to ongoing cultivation and facility optimization projects.

- **Free Cash Flow*:**
  - $6.1 million for Q3 2026.
  - Free Cash Flow Yield of 14.0%**.
  - 13th consecutive quarter of positive free cash flow.

Net Cash Provided by Continuing Operations & Free Cash Flow*



* Free Cash Flow is a non-GAAP measures defined in the section titled "Definition and Reconciliation of Non-GAAP Measures" and reconciled to the most directly comparable GAAP measure in the Appendix at the end of this presentation.

** Operating Cash Flow Yield of 17.7% and Free Cash Flow Yield of 14.0% is calculated by taking Net Cash Provided from Continuing Operations and Free Cash Flow on a trailing twelve month basis and dividing by the market value of the Company's outstanding and exchangeable shares as of September 30, 2026.

Fourth Quarter 2026 Expectations

- We expect mid-single digit year-over-year revenue growth in Q4 2026.
- We also expect consistent strong gross margin performance

Thank You

Appendix – Reconciliation of Non-GAAP Measures

The table below reconciles net loss from operations to EBITDA from continuing operations and Adjusted EBITDA from continuing operations for the quarters ended September 30, 2026 and September 30, 2025.

	For the Three Months Ended	
	September 30, 2026	**September 30, 2025**
Net loss	(5,466)	(24,554)
(Loss) income from discontinued operations	—	14,647
Loss from continued operations	(5,466)	(9,907)
Add (deduct) the impact of:		
Provision (benefit) for income taxes	11,888	11,034
Finance expenses	9,843	9,243
Amortization and depreciation	3,975	3,934
EBITDA from continuing operations	**20,240**	**14,304**
Add (deduct) the impact of:		
Share-based compensation	747	1,366
Loss on extinguishment of debt	—	1,432
(Gain) loss on fair value of derivative liabilities	(4,809)	723
Unrealized and realized foreign exchange loss	58	77
Unrealized and realized loss on investments	—	1
Gain on lease termination	(15)	—
Gain from revaluation of contingent consideration	—	(1,171)
Other one-time items	1,269	266
Adjusted EBITDA from continuing operations	**$ 17,490**	**$ 16,998**
Adjusted EBITDA Margin from continuing operations	*25.6%*	*26.1%*

Appendix – Reconciliation of Non-GAAP Measures

The table below reconciles Net cash provided by operating activities - continuing operations to Free Cash Flow for the quarters ended September 30, 2026 and September 30, 2025.

	For the Three Months Ended	
	September 30, 2026	**September 30, 2025**
Net cash provided by operating activities - continuing operations	**$ 8,828**	**$ 7,120**
Capital expenditures for property and equipment	(2,689)	(2,248)
Free Cash Flow	**$ 6,139**	**$ 4,872**

Appendix – Reconciliation of Non-GAAP Measures

The table below reconciles Net cash provided by operating activities to Free Cash Flow Yield for trailing twelve months ended September 30, 2026.

	Trailing Twelve Months Ended September 30, 2026
Net cash provided by operating activities - continuing operations	**$ 33,192**
Capital expenditures for property and equipment	(6,909)
Free Cash Flow	**$ 26,283**
Market capitalization as of September 30, 2026	$ 187,816
Operating Cash Flow Yield	17.7%
Free Cash Flow Yield	14.0%