MedMen

CSE: MMEN | OTC: MMNFF

Corporate Presentation



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This document contains "forward-looking statements" and "forward-looking information" within the meaning of applicable securities laws (collectively, "forward-looking information") with respect to the Company, including, but not limited to: information concerning the completion and timing of the completion of contemplated acquisitions, including the contemplated acquisitions of PharmaCann LLC, expectations regarding whether the contemplated acquisitions will be consummated, including whether conditions to the consummation of the proposed acquisitions will be care terms, the timing for completing the proposed acquisitions, expectations for the effects of the proposed acquisitions, including the proposed acquisitions, expectations for the effects of the proposed acquisitions, including the proposed acquisitions, expectations for the effects of the proposed acquisitions, including the proposed acquisitions, including the proposed acquisitions, expectations for the effects of the proposed acquisitions, including the proposed acquisitions, expectations for the effects of the proposed acquisitions, including the proposed acquisitions, expectations for the effects of the proposed acquisitions, expectations f

Forward-looking information is not a guarantee of future performance and is based upon a number of estimates and assumptions of management at the date the statements are made including among other things assumptions about: the contemplated acquisitions being completed on the current terms and current contemplated timeline; development costs remaining consistent with budgets; favorable equity and debt capital markets; the ability to raise sufficient capital to advance the business of the Company; favorable operating conditions; political and regulatory stability; obtaining and maintaining all required licenses and permits; receipt of governmental approvals and permits; sustained labor stability; stability in financial and capital goods markets; favourable production levels and costs from the Company's operations; the pricing of various cannabis products; the level of demand for cannabis products; and the availability of third party service providers and other inputs for the Company's operations. While the Company considers these assumptions to be reasonable, the assumptions are inherently subject to significant business, social, economic, political, regulatory, competitive and other risks and uncertainties, contingencies and other factors that could cause actual performance, achievements, actions, events, results or conditions to be materially different from those projected in the forward-looking information. Many assumptions are based on factors and events that are not within the control of the Company and there is no assurance they will prove to be correct.

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Disclaimer



MARKET DATA AND INDUSTRY FORECASTS

Market data and industry forecasts used in this presentation were obtained from government or other industry publications, various publications, various publications and reports and management's knowledge of, and experience in, the markets in which the Company operates. Government and industry publications and reports generally indicate that they have obtained their information from sources believed to be reliable, but do not guarantee the accuracy and completeness of their information. Actual outcomes may vary materially from those forecast in such reports or publications, and the prospect for material variation can be expected to increase as the length of the forecast period increases. Although the Company believes that these sources are generally reliable, the accuracy and completeness of such information is not guaranteed and have not been independently verified by the Company does not make any representation as to the accuracy of such information. Further, market and industry data is subject to variations and cannot be verified due to limits on the availability and reliability of data inputs, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey. See also "Forward-Looking Information and Risk Acknowledgments".

CURRENCY

All references to \$ or "dollar" in this presentation are references to USD, unless otherwise indicated.

CANNABIS-RELATED ACTIVITIES ARE ILLEGAL UNDER U.S. FEDERAL LAWS

The U.S. Federal Controlled Substances Act classifies "marihuana" as a Schedule I drug. Accordingly, cannabis-related activities, including without limitation, the cultivation, manufacture, importation, possession, use or distribution of cannabis and cannabis products are illegal under U.S. federal law. Strict compliance with state and local laws with respect to cannabis will neither absolve the Company of liability under U.S. federal law, nor will it provide a defense to any federal prosecution which may be brought against the Company with respect to adultuse or recreational cannabis. Any such proceedings brought against the Company may adversely affect the Company's operations and financial performance.

NON-IFRS FINANCIAL AND PERFORMANCE MEASURES

In addition to providing financial measurements based on IFRS, the Company provides additional financial metrics that are not prepared in accordance with IFRS. Management uses non-IFRS financial measures, in addition to IFRS financial measures, to understand and compare operating results across accounting periods, for financial and operational decision-making, for planning and forecasting purposes and to evaluate the Company's financial performance. These non-IFRS financial measures are EBITDA, Adjusted EBITDA, Adjusted Net Loss, Working Capital, Four Wall Retail Gross Margin, Four Wall Retail Gross Margin Rate, Four Wall Retail EBITDA Margin Rate, and Annualized Per Square Foot Revenue.

Management believes that these non-IFRS financial measures reflect the Company's ongoing business in a manner that allows for meaningful comparisons and analysis of trends in the business, as they facilitate comparing financial results across accounting periods and to those of peer companies. Management also believes that these non-IFRS financial measures enable investors to evaluate the Company's operating results and future prospects in the same manner as management. These non-IFRS financial measures may also exclude expenses and gains that may be unusual in nature, infrequent or not reflective of the Company's ongoing operating results.

As there are no standardized methods of calculating these non-IFRS measures, the Company's methods may differ from those used by others, and accordingly, the use of these measures may not be directly comparable to similarly titled measures used by others. Accordingly, these non-IFRS measures are intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS.

EBITDA, ADJUSTED EBITDA, ADJUSTED NET LOSS, WORKING CAPITAL, FOUR WALL RETAIL GROSS MARGIN, FOUR WALL RETAIL EBITDA MARGIN, AND ANNUALIZED PER SQUARE FOOT REVENUE

EBITDA, Adjusted EBITDA, Adjusted Net Loss, Working Capital, Four Wall Retail Gross Margin Rate, Four Wall Retail EBITDA Margin Rate, and Annualized Per Square Foot Revenue are financial measures that are not defined under IFRS. We use these non-IFRS financial measures, and believe they enhance an investor's understanding of our financial and operating performance from period to period. EBITDA, Adjusted EBITDA, Adjusted net Loss and Working Capital exclude certain material non-cash items and certain other adjustments we believe are not reflective of our ongoing operations and our performance. Four Wall Retail Gross Margin is calculated as retail sales less the related cost of goods sold, while the Four Wall Retail Gross Margin Rate is the related gross margin divided by retail sales. Four Wall Retail EBITDA" Margin is the Four Wall Retail Gross Margin Rate is the related EBITDA margin divided by retail sales. Annualized Per Square Foot Revenue is the net revenue divided by the total retail square feet. In particular, we have and continue to make significant acquisitions and investments in cannabis properties and management resources to better position our organization to achieve our strategic growth objectives which have resulted in outflows of economic resources. Accordingly, we use these metrics to measure our core financial and operating performance for business planning purposes. In addition, we believe investors use both IFRS mad non-IFRS measures to assess management's past and future decisions associated with our priorities and our allocation of capital, as well as to analyze how our business operates in, or responds to, swings in economic cycles or to other events that impact the cannabis industry. However, these measures do not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies in our industry. These financial measures are not intended to represent and should not be considered as alternatives to net income, operating income or any

These Non-IFRS measures have important limitations as analytical tools and should not be considered in isolation or as a substitute for any standardized measure under IFRS. For example, certain of these non-IFRS financial measures:

- exclude certain tax payments that may reduce cash available to us;
- do not reflect any cash capital expenditure requirements for the assets being depreciated and amortized that may have to be replaced in the future;
- do not reflect changes in, or cash requirements for, our working capital needs; and
- do not reflect the interest expense, or the cash requirements necessary to service interest or principal payments on our debt.

Other companies in our industry may calculate these measures differently than we do, limiting their usefulness as comparative measures.



Mission

To provide an unparalleled experience that invites the world to discover cannabis and all its benefits.

Vision

We believe that a world where cannabis is legal and regulated is safer, healthier and happier.

MedMen Snapshot



Footprint Overview ¹

Track Record of Execution

MedMen is the most recognizable cannabis retailer in the U.S.



/U
retail store
licenses 1



states



\$42M Q4 2019 revenue ²



sequential revenue growth ²

15%



outperforms average California dispensary ⁴



29
operating
Stores 1



recreational transactions since 1/1/18

2M



\$168M

run-rate revenue 3



\$7,000+

California
Sales / SF ⁴



6%

California market share 5

Notes: Estimated financial metrics based on most recent quarter ending 6/30/19

- (1) Company is licensed for 70 retail stores, including pending acquisitions in California and Michigan. Operating stores include locations to be acquired through pending acquisitions
- (2) Figures for Q4 2019 are estimates and subject to change. Actual figures will be reported on October 28, 2019
- (3) Pro forma for unaudited revenue from retail stores to be acquired through pending acquisitions
- (4) MedMen figure based on system-wide fiscal Q4 2019 average sales for stores in California
- (5) Based on implied market share from California Department of Tax and Fee Administration and actual system-wide in California revenue for fiscal Q4 2019 (Source: http://www.cdtfa.ca.gov/news/19-19.htm)

Company Highlights





Focused on Branded Retail

Building a national retailer for the modern cannabis consumer



Meaningful Share in Core Markets

Leading footprint in California, the prize of the cannabis industry



Established Playbook for Growth

Compelling roadmap to deliver profitable and long-term growth



Accelerating Revenue Profile

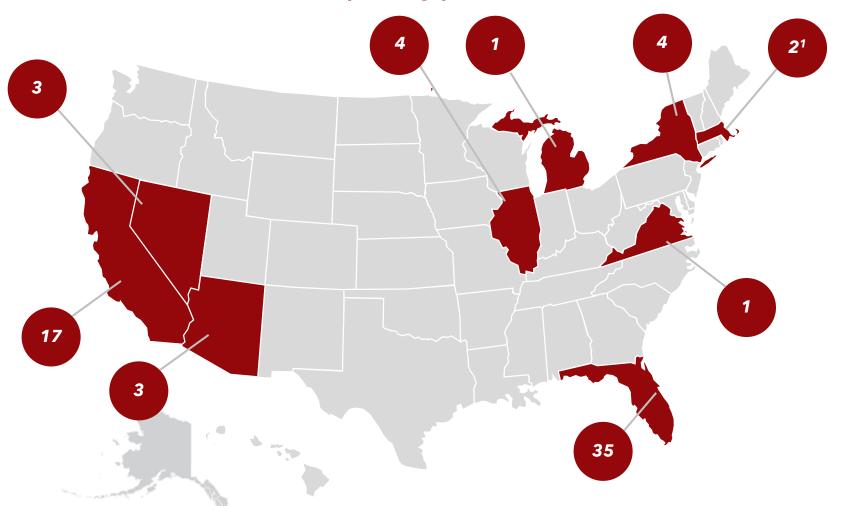
Strong financial trajectory supported by prudent capital allocation



Increasing Market Share in Core States



MedMen is focused on deepening presence in core markets





~50% U.S. Population Addressable

Licensed for:







MedMen Strategy

MedMen

Objective

Build MedMen Brand Through Flagship Retail Stores

- Capitalize on first mover advantages by opening stores in top markets
- Build brand awareness and customer acquisition through marketing



Objective

Expand Retail Footprint and Create Omnichannel Experience

- Continue to deepen market share in core consumer markets across the U.S.
- Leverage data and insights to launch delivery, loyalty and targeted CPG brands



Objective 3

Drive Profitability Through Investments in Supply Chain

- Scale manufacturing to increase share of higher-margin private label brands
- Leverage national scale to maximize operating leverage and control supply chain







Building MedMen Brand Through Flagship Retail

MedMen

MedMen's retail portfolio includes the most iconic cannabis retail stores in the U.S.















The Evolution of the Cannabis Industry

MedMen

MedMen believes the cannabis industry will resemble the market dynamics in natural foods with retailers controlling the supply chain and holding the leverage

| Metric | Cannabis | Natural Foods | Alcohol |
|---------------------------------------|-----------|---------------|---------|
| Industry Leaders by Revenue | Retailers | Retailers | Brands |
| Three-Tier Distribution System | No | No | Yes |
| CPG Fragmentation | High | High | Low |
| Retail Fragmentation | Low | Low | High |
| e-Commerce Penetration % ¹ | TBD | 3% | 4% |
| Private Label Threat | High | High | Low |



Note: Metric evaluations based on internal assessment

⁽¹⁾ Alcohol online penetration based on estimate from Winsight Grocery Business. Natural foods penetration based on estimate for all grocery from Bain & Company.



Focused on Branded Retail



Warren Buffet discussing power dynamics between CPG companies and retailers:

"I was wrong in a couple ways on Kraft Heinz. I think we talked around election time about the packaged goods brands losing some ground against the retailers"

"We made a mistake in terms of trying to push hard against certain of the retailers and finding out that we weren't as strong as we thought we were."

"House brands, private label, is getting stronger...and it's going to keep getting bigger...
try to think of the billion dollar brands that have been created in food and they're private label"

February 2019 CNBC Interview on Kraft Heinz

The Value of Cannabis Retail

MedMen

- 1 Cannabis Regulations Favor Retailers
- 2 Retailers Control the Supply Chain

- 3 Retail Experience and Consumer Touchpoint
- 4 Real-Time Data and Insights



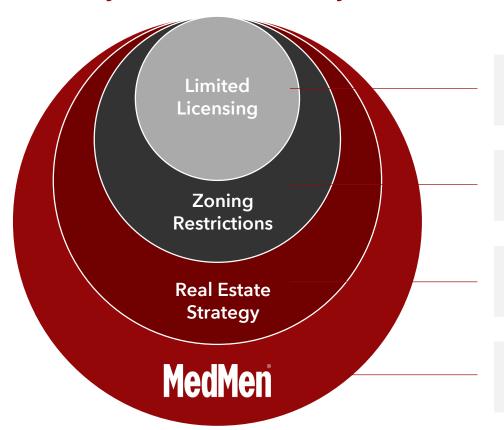


Cannabis Regulations Favor Retailers



Regulations in core markets provide significant first mover advantages for cannabis retailers





Regulated oligopolies with limited retail licenses in target markets

Strict zoning restrictions for cannabis retailers limits viable storefront locations

First-mover advantage to secure limited prime real estate

As regulations ease, MedMen will have head start to build consumer loyalty

Los Angeles Case Study

Population: 10 Million ¹

Annual Tourists: 40 Million ²

Retail Licenses:

187 ³

Sensitive Uses:

700 feet ⁴

from other dispensaries, schools, parks, libraries

Example:

MedMen Beverly Hills

Transactions since 1/1/18: 2 million

⁽¹⁾ Represents population for Los Angeles County

Annual tourist figure based on estimate from Los Angeles Times (January 2018)

⁽³⁾ Los Angeles Office of Finance as of May 2019 (Source: https://finance.lacity.org/legal-cannabis-retailers)

⁽⁴⁾ City of Los Angeles Department of Cannabis Regulation



Retailers Control the Supply Chain

MedMen

Cannabis retailers are unrestricted in their ability to control the supply chain and relationship with the customer



No Loyalty to Product Brands

Millions of consumers shopping cannabis for the first time have limited affinity to specific products and rely on retail staff for purchases



Loyalty to Trusted Retailers

Across all consumer verticals, consumer loyalty to trusted national retailers with local product selection has put pressure on national CPG brands



Margin Protection

As wholesale prices decline, retailers have ability to exert pressure on supplier pricing while holding retail pricing steady



Growing Share of Private Label

Consumer indifference towards product brands has led to the significant growth of private label brands











Retail Experience and Consumer Touchpoint

MedMen

MedMen serves as the trusted gateway to millions of first-time cannabis consumers







15+ Product Categories



1,000+
SKUs across California



175 Vendors



3,000

Target Square Footage



Technology-Enabled iPads, mobile check-out

Open Layout

Inviting Space

Visual Collateral

Customer Conversion Rate 1:

MedMen

73%

Average Retailer 23%

Satisfaction with Store Experience ²:



2 Staff Friendliness

3 Store Environment

⁽¹⁾ MedMen data based on November and December across all retail stores. Data for average retailer: http://www.comqi.com/sales_conversion_rates_more_for_physical_stores/

Real-Time Data and Insights

MedMen



2 million

Transactions Since 1/1/18

Customer **Demographics**

60%+ Returning Customers Abbot Kinney Store Customer Origin:

CA - 65%

NY - 5%

FL - 4%

TX - 3%

Retail Merchandising

> Real Estate Strategy

Targeted Advertising Identifying Leading Brands

Product Development

> Loyalty Program

Source: MedMen internal data as of May 28, 2019



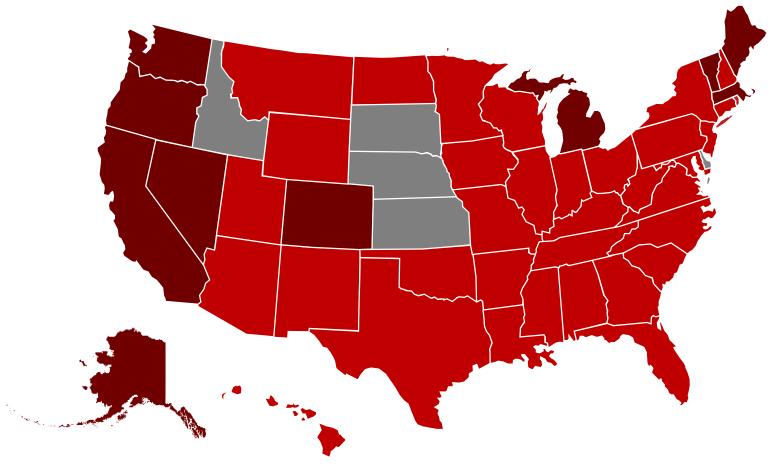
Meaningful
Share in Core
Markets



The U.S. is the Largest Cannabis Market in the World



\$80 Billion U.S. Market ¹



\$10 Billion Canadian Market ²



Recreational & Medical Use Legalized

Medical / CBD Use Legalized

Note: Regulatory map based on National Conference of State Legislatures

⁽¹⁾ Cowen Group estimate for 2030 (January 2019)

⁽²⁾ Eight Capital estimate for 2024 (May 2018)

86% of Potential U.S. Cannabis Market is Unpenetrated











Beer **\$100B+**

25% Penetration

Wine & Spirits \$100B+

20% Penetration

Coffee \$50B+

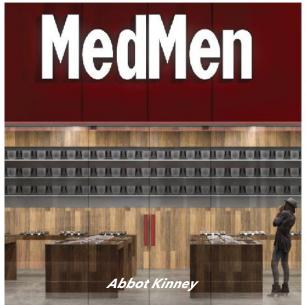
50% Penetration

Cannabis \$80B

14% Penetration

Increasing Market Share Through Expansion of Footprint







Licensed for 70 retail stores across 9 states





California
17 stores

Illinois 4 stores

Nevada 3 stores New York

4 stores

Florida
35 stores

Massachusetts
^{2 stores}

Arizona 3 stores

Michigan
1 store

Virginia
1 store

California is the Ultimate Prize of the Industry





California Drives Growth and Brand Positioning in Retail



California, and in particular Los Angeles, is a springboard for national expansion and market leadership for retailers across consumer industries

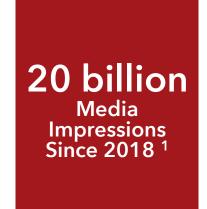
| | U.S. Store Count | California Store Count | California % of Total Stores | State with Largest Footprint | City with Largest Footprint |
|----------------------------|---------------------|---------------------------|---------------------------------|---------------------------------|--------------------------------|
| WHÔLE FOODS M A R K E T | 499 | 88 | 18% | California | Los Angeles |
| SEPHORA | 398 | 77 | 19% | California | Los Angeles |
| lululemon | 300 | 50 | 17% | California | Los Angeles |
| NORDSTROM | 119 | 33 | 28% | California | Los Angeles |
| MedMen | 29 | 17 | 59% | California | Los Angeles |

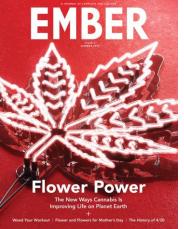
Leading the New Normal of Cannabis Culture

MedMen

Through its California presence, MedMen has created the leading cannabis brand in the U.S.











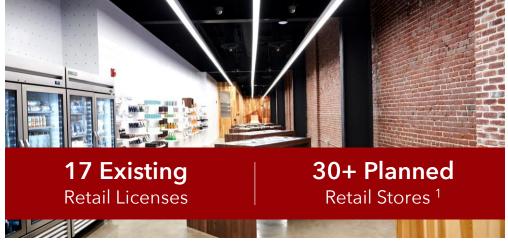
39% **Brand** Awareness in Los Angeles²

Figure based on total media impressions during 2018 and YTD 2019

MedMen Has the Most Valuable Footprint in California







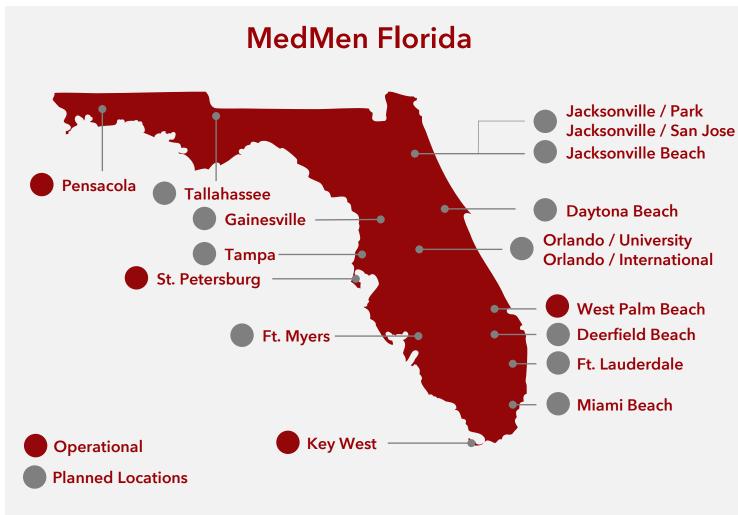


Note: Includes licenses to be acquired through pending acquisitions

⁽¹⁾ Based on internal targets for California footprint over the next 24 months

Replicating the California Strategy in Florida









Established
Playbook for
Growth



Compelling Long-Term Growth Strategy





Retail Door Expansion

Operationalize licenses and expand retail footprint in core markets



Achieve Long-Term Profitability

Increase vertical-integration and achieve corporate operating leverage



Enhance Four-Wall Economics

Drive EBITDA margin expansion through retail optimization and economies of scale

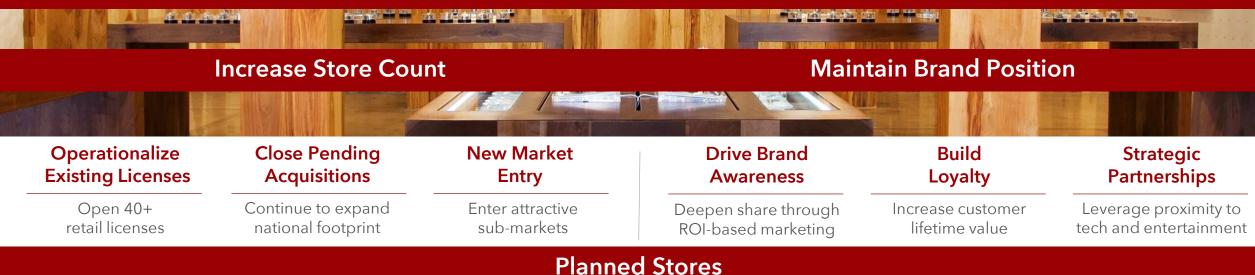


Embrace Data

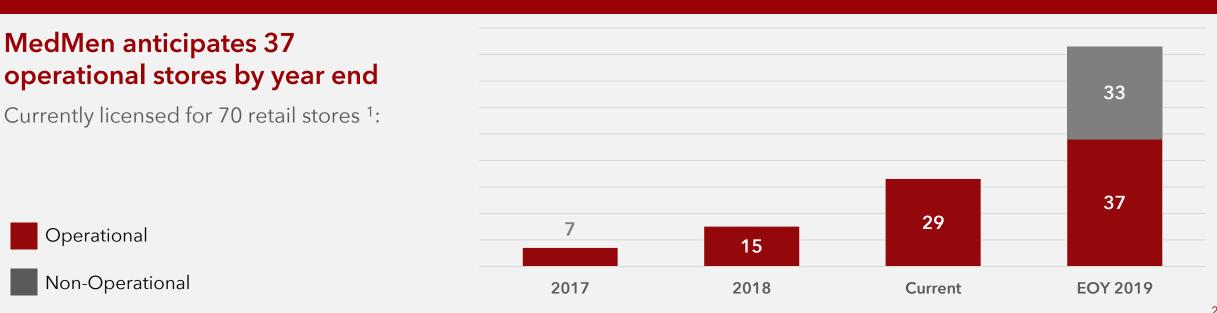
Leverage data to build omni-channel retail experience and increase customer retention

Grow Retail Footprint in Core Markets



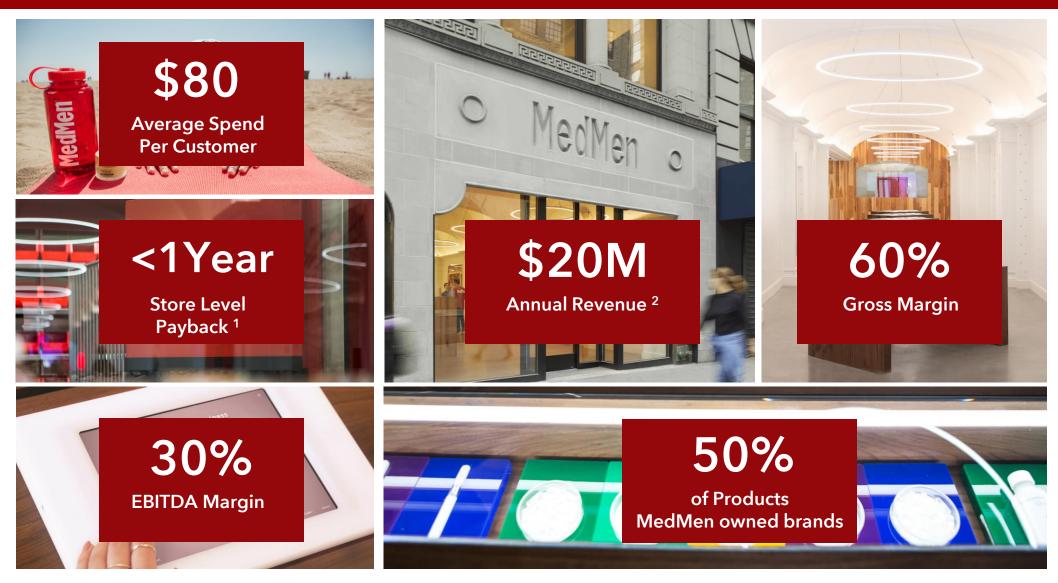






Target Four-Wall Economics

MedMen



⁽¹⁾ Store-level payback defined as time required to pay back initial store buildout costs through store-level cash flows

⁽²⁾ Represents steady-state revenue estimate for a store located within a recreational market

Driving Profitability Through Investments in Supply Chain





Share of Owned Brands vs. Third-Party Brands ²



Note: Gross margin is a non-IFRS measure

(2) There is no specific time frame for when the Company is able to achieve a 50/50 mix

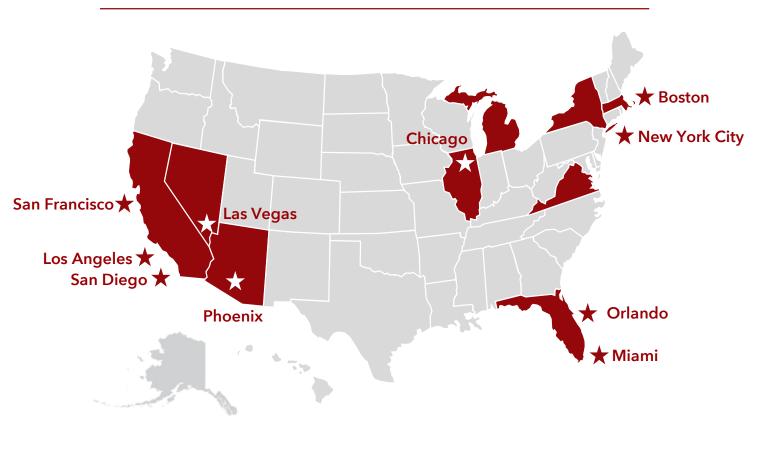
⁽¹⁾ Based on approximate gross margin for third-party brands during Q4 2019

Owned-Brand Strategy

MedMen

MedMen will leverage its premier shelf-space across major cities to build national house brands

[statemade] **MedMen** LuxLyte





Partnering with Best-in-Class Local Manufacturers

MedMen







Partnerships Create Significant Economic Value:

Strategic investments

Wholesale discounts

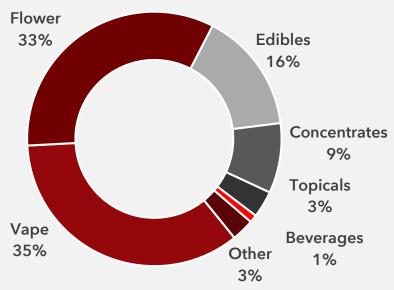
S Exclusive products

S Equity for shelf-space

Co-manufacturing rights

Subsidized promotions

In-Store Product Mix ¹:



Building Technology-Enabled Retail

MedMen

Enhancing the Retail Experience



In-Store Pickup



Merchandising



Mobile POS



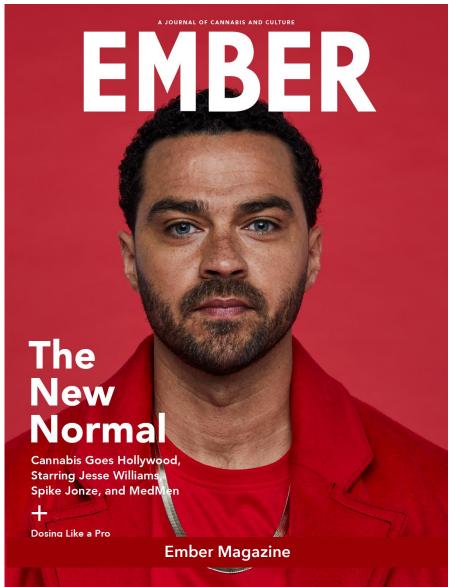
Gift Cards

Omnichannel Strategy



Leveraging Data for Digital and Lifestyle

MedMen



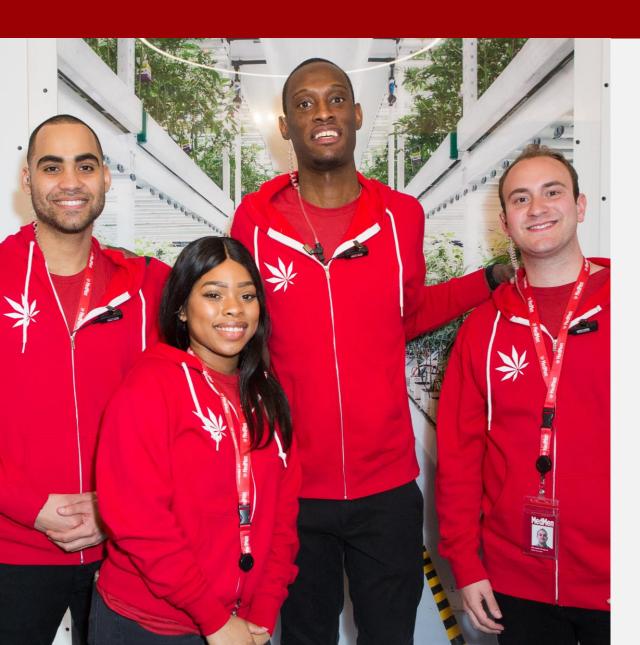






Investing in Our Employees

MedMen



1,300+

Total Employees +086

Sales Associates Unionized

Partnership with UFCW (CA and NY)

100%

of Employees Receive Stock Options (Including Part-Time) 100%

of Employees Eligible for Health Benefits (Including Part-Time) 10 Hours

Monthly Training



Accelerating Financial Profile



Financial Performance



SYSTEMWIDE REVENUE GROWTH

(\$US in millions) 42.0 36.6 29.9 15% 21.5 22% 39% Q1 FY19 Q2 FY19 Q3 FY19 **Q4 FY19** Actual

Q4 2019 CALIFORNIA HIGHLIGHTS (\$US)¹

\$27.4M

RETAIL REVENUE

45%

YEAR-OVER-YEAR INCREASE

50%

RETAIL GROSS MARGIN

11

RETAIL LOCATIONS

M&A Update



| M&A Transactions | | | | |
|-----------------------------|-----------------------|------------|---------------|--|
| Asset | License Type | State | Deal Status | |
| Emeryville | Retail | California | Closed Q2 '19 | |
| Cannacopia | Retail | Nevada | Closed Q2 '19 | |
| Monarch Wellness | Vertically-integrated | Arizona | Closed Q2 '19 | |
| Seven Point | Retail | Illinois | Closed Q3 '19 | |
| Buddy's | Vertically-integrated | California | Closed Q3 '19 | |
| Level Up | Vertically-integrated | Arizona | Closed Q3 '19 | |
| Sorrento Valley (San Diego) | Retail | California | Closed Q3 '19 | |
| MedMen Santa Ana | Retail | California | Closed Q3 '19 | |
| Sugarleaf | Retail | California | Closed Q3 '19 | |
| Long Beach 1 | Retail | California | Closed Q1 '20 | |
| Long Beach 2 | Retail | California | Pending | |
| Vallejo | Retail | California | Pending | |
| Green Planet | Retail | Michigan | Pending | |

Capital Markets Overview (CSE: MMEN; OTCQX: MMNFF)



| Revenue (USD) - Q4 2019 ¹ | |
|--------------------------------------|--------|
| Revenue (millions) | \$42.0 |
| Q-o-Q Growth | 15% |

| Shares Outstanding ² | |
|--|-------------|
| MedMen Enterprises Inc. Class B Subordinate Voting Shares | 208,298,137 |
| MM Can USA, Inc. Redeemable Shares ³ | 310,810,597 |
| MM Enterprises USA, LLC Redeemable Units ³ | 725,017 |
| Total Shares Outstanding | 519,833,751 |

⁽¹⁾ Figures for Q4 2019 are estimates and subject to change. Actual figures will be reported on October 28, 2019

⁽²⁾ As of 10/2/2019

⁽³⁾ Each redeemable share or unit is redeemable for one MedMen Enterprises Inc. Class B Subordinate Voting Share