



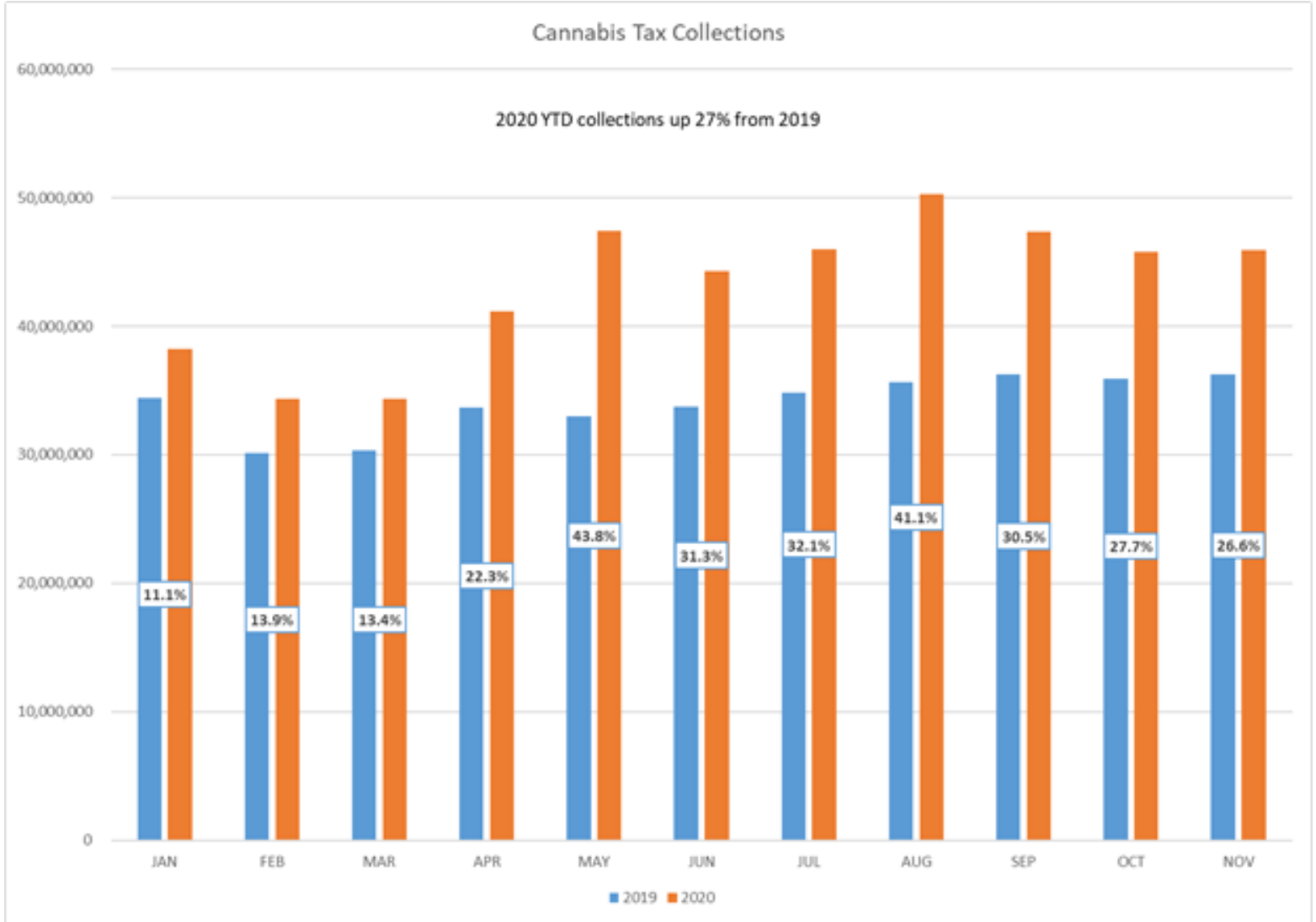
WA State of the Industry-Retail Perspective

Retail Sale /Excise Tax *In Millions

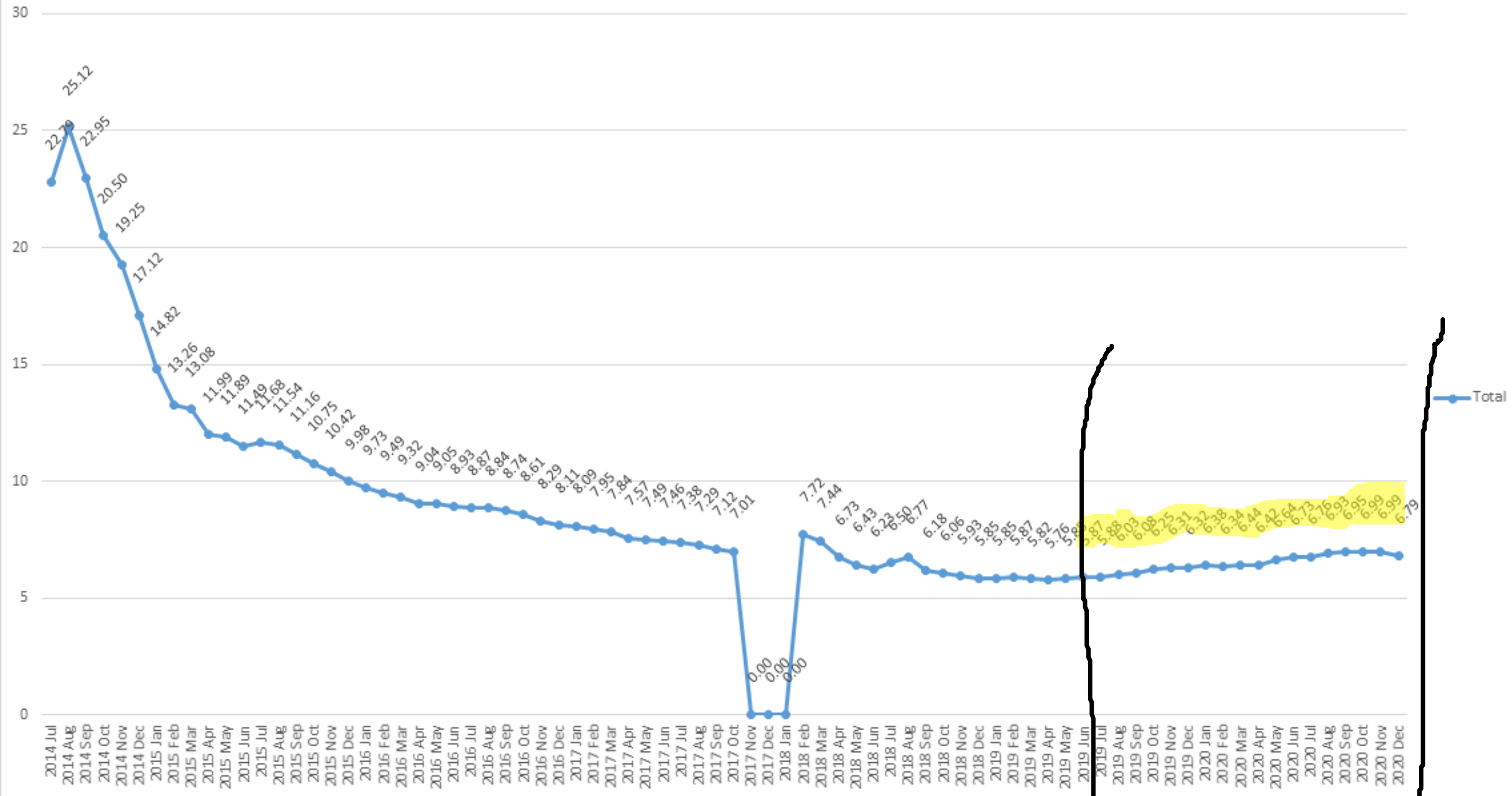
Year	Retail Sales	Excise Tax
FY15	\$258.4	\$64.6
FY16	\$502.9	\$186.1
FY17	\$851.9	\$315.2
FY18	\$978.4	\$362.0
FY19	\$1,055.1	\$390.4
FY20	\$1,268.0	\$469.2

Excise Tax rate = 37%

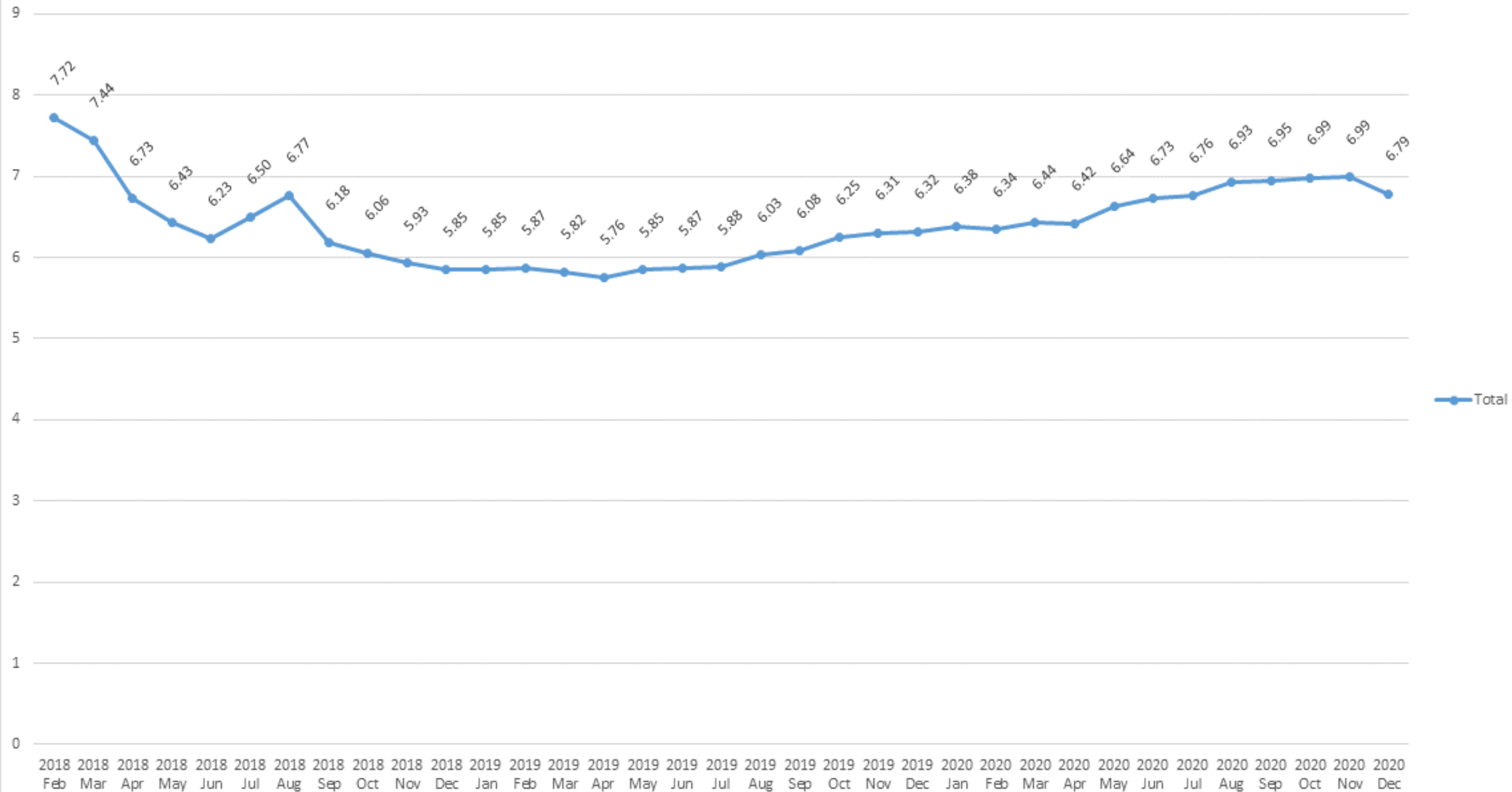
Cannabis Tax Collections



Price Per Gram Post Excise



Price Per Gram Post Excise



Q+A Discussion

State of the Industry for Retail