

CBD Oil 5-Year Retail Production Analysis

1/30/2019

Items	2020	2021	2022	2023	2024
REVENUE (000)					
Price/Gram Retail (1000 mg/unit)	\$0.06	0.045	0.035	0.02	0.015
CBD Products	\$4,435	8,316	12,252	22,053	49,007
Wholesale CBD Oil	\$0.44	1.25	2.45	6.62	26.95
By-Products	\$0.67	1.25	1.84	3.31	7.35
TOTAL REVENUE	\$4,436	8,318	12,256	22,063	49,041
COST OF GOODS SOLD (000)					
Hemp Cost per lb (000)	\$0.60	0.70	0.80	0.90	1.00
Hemp <.3% THC, 10-16% CBD	\$107	244	463	1,459	4,322
Processing	\$785	1,560	2,399	4,616	9,713
Promotion	\$340	570	890	1,400	2,160
Equipment Maint.	\$150	285	340	580	770
G&A	\$280	420	560	740	940
TOTAL COSTS	\$1,661	3,079	4,652	8,795	17,904
EBITDA	\$2,775	5,239	7,604	13,268	31,137
%	63%	63%	62%	60%	63%