

WEBINAR

# High Stakes: How to Be an Attractive Cannabis M&A Target

WELCOME

# Our Panel of Cannabis Industry Experts



**Mike Goral**

Cannabis Industry Leader and  
Tax Partner  
Armanino



**David Feldman**

CEO and Co-Founder  
Skip Intro Advisors



**Victor Guadagnino**

Co-Founder and Chief Business  
Development Officer  
Keystone Canna Remedies



**Parnia Pandkhrou**

Consulting Director  
Armanino



**Dave Traylor**

Senior Managing Director  
Golden Eagle Partners

# Due Diligence

<b>Trend Analysis and Summarization of Proforma EBITDA</b>	✓
<b>Monthly Trended Net Working Capital</b>	✓
<b>Revenue Recognition and Understanding of Seed-to-Sale Systems Used</b>	✓
<b>Quality of Receivables and Inventory Analysis</b>	✓
<b>Analysis on Measurement of Liabilities</b>	✓
<b>Inquiry of Unrecorded and Contingent Liabilities</b>	✓
<b>Identification of Related Party Transactions</b>	✓
<b>Identification of Departures From U.S. GAAP</b>	✓
<b>Proof of Cash and Inquiry into Cash Controls</b>	✓
<b>Reconciliation of Payroll to Income Statement</b>	✓

THANK YOU

Questions?