village farms®

Good, for all.

Investor Presentation

January 2022

NASDAQ: **VFF**

Forward looking statements

This presentation contains certain "forward looking statements". These statements relate to future events or future performance and reflect the Company's expectations regarding its growth, results of operations, performance, business prospects, opportunities or industry performance and trends. These forward-looking statements reflect the Company's current internal projections, expectations or beliefs and are based on information currently available to the Company. In some cases, forward looking statements can be identified by terminology such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "estimate", "predict" , "potential", "continue" or the negative of these terms or other comparable terminology. A number of factors could cause actual events or results to differ materially from the results discussed in the forward-looking statements. In evaluating these statements, you should specifically consider various factors, including, but not limited to, such risks and uncertainties as availability of resource, competitive pressures and changes in market activity, risks associated with U.S. and Canadian sales and foreign exchange, regulatory requirements and all of the other "Risk Factors" contained in the Company's filings with securities regulators, including its Annual Report on Form 10-K, which are available at www.sec.gov/edgarand www.sedar.comand the Company’s web site. Actual results may differ materially from any forward-looking statement. Although the Company believes that the forward-looking statements contained in this presentation are based upon reasonable assumptions, you cannot be assured that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this presentation, and other than as specifically required by applicable law, the Company assumes no obligation to update or revise them to reflect new events or circumstances.

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01 Overview & Evolution

Bringing

30+ years

in vertically integrated Controlled Environment Agriculture (CEA)...

...To

large market, high growth plant-based consumer product opportunities, with a focus on cannabinoids in North America & around the world

Multiple opportunities for durable value creation

- Efficient capital allocation
- Brand/market share
- Cash flow generation
- Profitability

Leaders in Vertically Integrated Controlled Environment Agriculture (CEA)

EXPERTS
in agricultural product safety

LEADERS
in crop management registrations in North America

PROVEN
track record as a low-cost operator

One of North America's largest and longest operating CEA growers

3 decades
developing and operating mega-scale greenhouses

750+ years
of combined master grower experience from around the world

A history of success across a wide variety of agricultural products

Longstanding relationships with North America's leading grocers and large format retailers

Excellence in cultivation is the foundation of successful plant-based consumer products brands

A history of successfully pursuing new high margin plant-based market opportunities

Our Evolution

Since 1989: One of the largest & longest operating CEA operations in North America

Village farms® Greenhouse Grown

Developed and operated 6 greenhouses in NY, PA and VA, all with co-gen technology

Leader in crop management registrations

1996: Built the largest greenhouse at the time (40 acres) in Fort Davis, TX

2006: RTO of Hot House Growers, largest greenhouse company in Canada

2012: Built World's Most Technologically Advanced Greenhouse in Monahans (Permian Basin), TX

2014: Established Village Farms Clean Energy

VF CLEAN ENERGY

Since 1990: Supplier of fresh produce to vast majority of national grocers and large format retailers in North America

2017: Diversification into new high-growth, higher margin opportunity

2017: Entry into Canadian recreational cannabis market – world's first major legal recreational high-THC market

2017: Formation of Pure Sunfarms
2018: Pure Sunfarms begins commercial production
2019: Pure Sunfarms becomes the best selling brand of dried flower in Ontario[1]
2021: First export shipment
2021: Acquired 70% of ROSE LifeScience (Quebec)

PURE SUNFARMS™ ROSE LifeScienceVie

2018: Entry into the permissible US cannabinoid industry

2019: Formation of Village Fields Hemp JV
2019: First and only hemp growing season
2021: Acquisition of top-5 CBD brand: Balanced Health Botanicals

VILLAGE FIELDS HEMP™ BALANCED HEALTH BOTANICALS

2020: First international investments for cannabinoid opportunities

2020: Asia Pacific – Investment in Altum International
2021: Option to Purchase 80% of Leli Holland (Participant in Dutch Cannabis Supply Experiment)

Altum

1. Based on Ontario Cannabis Store data calculated by Pure Sunfarms

Pioneers in Sustainable, Vertically Integrated Agriculture

Good for the earth.®

Leading Technology and Proven Practices for Sustainable Growing

Controlled Environment Agriculture

97%

less land use than outdoor growing (product cultivation)

- 20-30 times more yield per acre
- Insert growing media – No soil erosion or depletion
- 50-acre greenhouse can produce the same as a 1,500-acre farm

86%

less water than outdoor growing (product cultivation)

- 4x recirculation of water (sterilized)
- 100% of water reaches the plants
- Collection and reuse of rainwater

Electricity sourced primarily from renewable methods

Use of beneficial insects to control pests and stimulate plant growth

Use of landfill gas generated into clean energy for electricity & heat

Recycling of CO_2 produced by boilers back into the greenhouse

Use of blackout curtains to prevent light pollution

Village Farms Clean Energy

Creating clean energy from landfill gas

Methane gas captured at the City of Vancouver landfill and converted to heat and electricity

- Heat used by our greenhouses
- Electricity provided to BC Hydro

Today: Unmatched Controlled Environment Agriculture Assets & Operations

CANNABINOIDS 2.2 M ft² (50 acres)	PRODUCE 8.3 M ft² (190 acres)	PRODUCE DISTRIBUTION CENTERS
Pure Sunfarms: Delta, BC (100% owned) 2 Facilities (Delta 2 & 3), incl. 65,000 ft² processing center w/ extraction ops **ROSE LifeScience: Huntingdon, Quebec** (70% owned) **Balanced Health Botanicals: Denver, Colorado** (100% owned)	**Village Farms Fresh** **Canada: Delta, BC** 1 Facility 2.6 M ft² (60 acres) **U.S.: Texas** 4 Facilities 5.7 M ft² (130 acres) **PRODUCE GROWING PARTNERS** ~13.2 M ft² (~305 acres) **Mexico** ~5.0 M ft² (~115 acres) **Ontario** ~5.2 M ft² (~120 acres) **BC** ~3.0 M ft² (~70 acres)	**Vancouver, BC** ~110,000 ft² **Fort Worth, TX** ~65,000 ft²

Our Strategy

Food

- FRESH PRODUCE
- FUTURE FOOD OPPORTUNITIES

Botanicals

High THC

- RECREATIONAL IN LEGAL MARKETS
- MEDICINAL IN SELECTED LEGAL MARKETS

MARKET POTENTIAL

Canada
C$6.7B
by 2026[1]

U.S.
US$47.6B
by 2025[2]

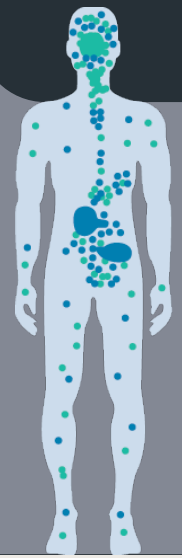
Global
US$62.1B
by 2026[1]

Low THC

- Cannabidiol (CBD)
- Other Cannabinoids

HEALTH & WELLNESS MARKET

Goal to lead the industry in genetics and crop management



CB1

CB1 Receptors target:

- Motor activity
- Thinking
- Motor co-ordination
- Appetite
- Short term memory
- Pain perception
- Immune cells

CB2

CB2 Receptors are much broader than CB1 and influence most of the body

- Gut
- Kidneys
- Pancreas
- Adipose tissue
- Skeletal muscle
- Bone
- Eye
- Tumours
- Reproductive system
- Immune system
- Respiratory tract
- Skin
- CNS
- Cardiovascular system
- Liver

1 Source: BDSA
2 Source: New Frontier Data

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02 Pure Sunfarms

Canada's Premier Cannabis Supplier & Leading Dried Flower Brand

PURE SUNFARMS™

Unmatched Performance in Canadian Cannabis

One of the largest cannabis growers in the world

1.6 M ft² of production area

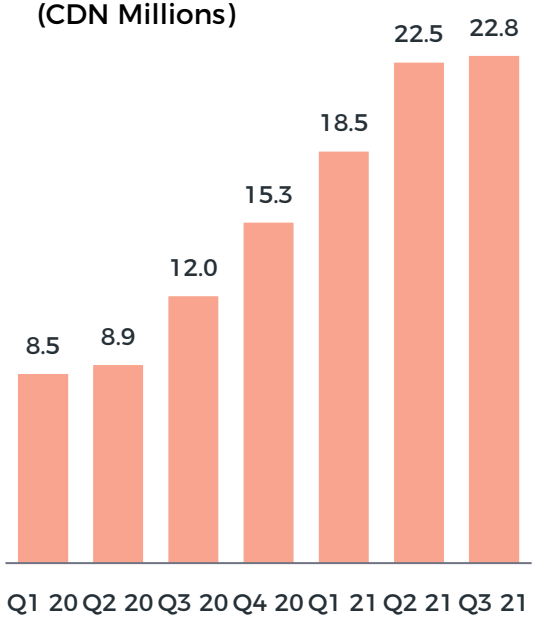
Lowest-cost producer among Canadian greenhouse/indoor producers

C$110M
TTM revenue

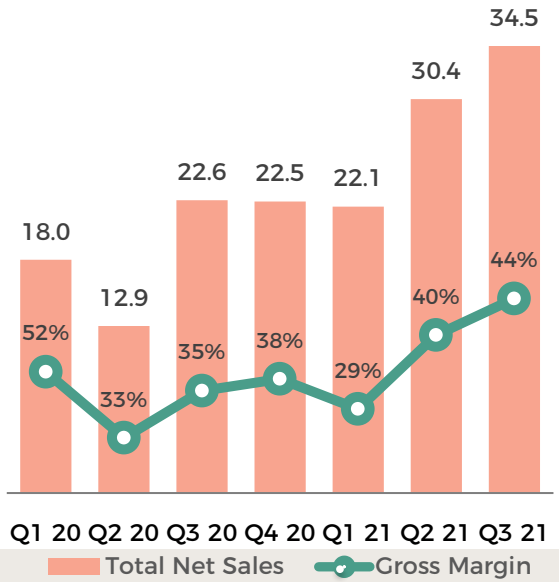
39%
TTM gross margin

C$26M
TTM adjusted EBITDA

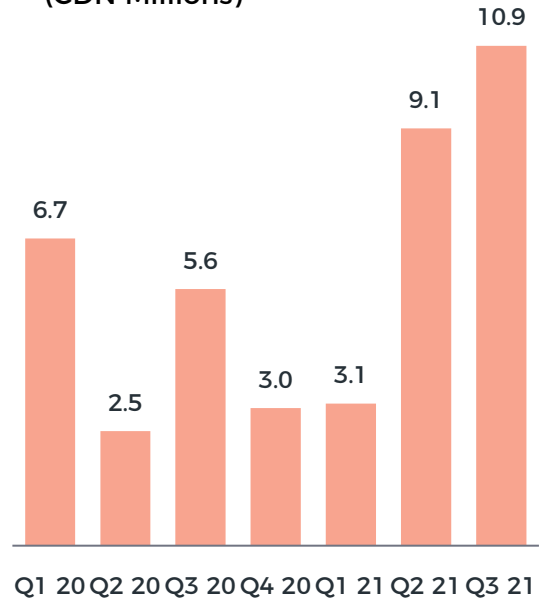
RETAIL BRANDED SALES
(CDN Millions)



TOTAL NET SALES
(CDN Millions)
GROSS MARGIN



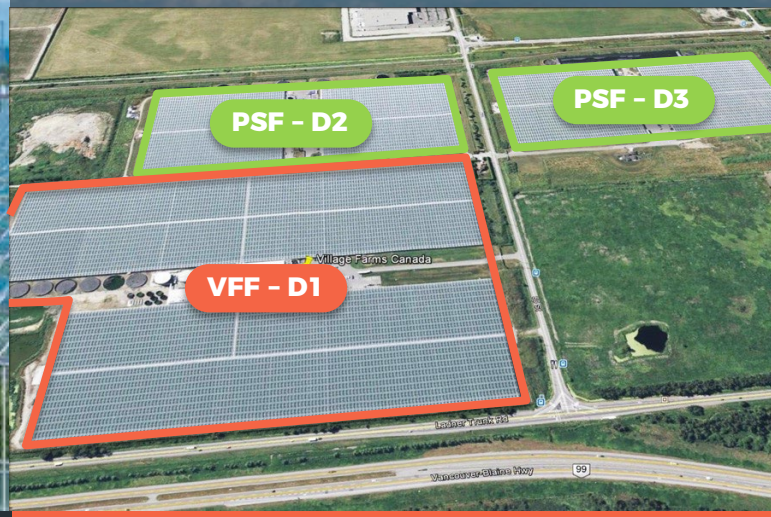
ADJUSTED EBITDA
(CDN Millions)



One of the very few profitable Canadian LPs

12 consecutive quarters of positive adjusted EBITDA – Every quarter since commencing sales

One of Canada's Largest Footprints to Grow with the Market



DELTA 3 (D3)

1.1 M ft²

In full production: >75,000kg annually

65,000 ft² processing center

EU GMP Certification inspection completed

DELTA 2 (D2)

1.1 M ft²

Production commenced Sept 2021

DELTA 1 (D1)

2.6 M ft²

Currently producing tomatoes – Can transition to cannabis as domestic and int'l growth plans warrant

Delta 1 can be rapidly converted to cannabis for Canadian or international markets

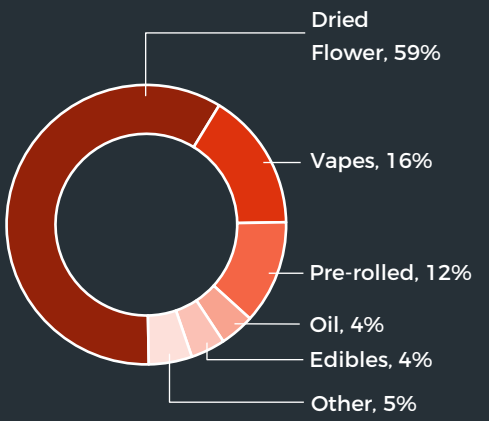
Capable of supplying more than 1/3 of the forecasted Canadian market

Methodical, Prudent Approach to Market Launch

Products in the **6** largest provincial markets by sales[1]

Access to **>90%** of Canadian market[1]

Products in the **5** largest cannabis product categories (comprise ~95% of total market sales[2])



Dried Flower Products

- **May 2018** — Commenced Production in First Greenhouse (Delta 3)
- **Sept 2018** — Commenced Wholesale Sales
- **Sept 2019** — Commenced Retail Sales in Ontario
- **Oct 2019** — Commenced Retail Sales in British Columbia
- **Feb 2020** — Commenced Retail Sales in Alberta
- **July 2020** — Commenced Retail Sales in Manitoba & Saskatchewan
- **Sept 2020** — **Added Cannabis 2.0 Products**
- **Sept 2021** — Commenced Cultivation in Second Greenhouse (Delta 2)
- **Nov 2021** — Acquired Quebec-based ROSE LifeScience

Strategy to focus first on winning the dried flower category, which comprises >70%[3] of total Canadian retail sales

1. Statscan: LTM sales as of June 30, 2021
2. Ontario Cannabis Store: A Year in Review: 2020-2021
3. Based on Ontario Cannabis Store date. Including pre-rolled category.

Secrets of Our Success

PURE SUNFARMS™

… brand in dried flower category in Ontario[1]

… brand in dried flower category in British Columbia[2]

… brand in dried flower category in Alberta[2]

… Licensed Producer in Ontario[1]

1. Based on Ontario Cannabis Store market data for the quarter ended September 30, 2021 (calculated by Pure Sunfarms from sales information provided by OCS).
2. Based on data calculated by Pure Sunfarms from sales information provided by Buddi retail store data from over 300 retailers across Alberta and British Columbia as of September 30, 2021.

03 U.S. Cannabinoids

Well Positioned for the Evolution of Regulation in the World's Largest Cannabis Market

Balanced Health Botanicals Platform for US Cannabinoid Market

CBDistillery®

Save 20 - 25%

+ FREE Shipping with CBDistillery™ Subscriptions

SHOP NOW

BALANCED HEALTH BOTANICALS

Wholly owned subsidiary
(acquired Aug 2021)

One of the largest brands in the hemp-derived cannabidiol (CBD) market in the United States

- Diverse portfolio of CBD and other cannabinoid products
- Top 5 brand[1]
- Top-ranked web site in CBD category: > 30,000 orders monthly

Provides immediate entry into the U.S. CBD market in a consumer products category adjacent to the high-THC cannabis market

US$16B

Forecast US retail CBD market by 2025[2] (from US$4.7 billion in 2020[2])

Profitable business: **Immediately accretive to earnings**

Provides Additional Pathway to High-THC Cannabis Market in the US

1. Brightfield Group: *2021 Mid-Year US CBD Report.*
2. Brightfield Group.

Unmatched U.S. Cultivation Assets

Largest concentration of greenhouse production capacity of any North American Licensed Producer or MSO
Licensed to grow hemp in Texas

Texas assets represent

~US$1B

in revenue in a cannabis permissible regulatory environment

- Permian Basin (Monahans) >1.3 M ft² (30 acres)
- Fort Davis >1.7 M ft²(40 acres)
- Marfa (2 facilities) >2.5 M ft² (60 acres)

5.5 M ft² Located in the Best Growing Climate for Cannabis in Continental U.S.

Currently licensed to grow hemp in Texas

- Lower cost, higher yield
- Economies of scale
- Consistency of technology

Texas operations represent high-value optionality: Facilities can be rapidly converted for cannabis production with the advantage of having done so successfully in Canada

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04 International Cannabinoids

Targeting Selected Emerging High-Growth Markets

Europe

Population of

>740M

>2x

that of the U.S.

Prudent, long-term strategy:

1. Focus on recreational markets beginning with Dutch Cannabis Supply Experiment in the Netherlands
2. Export to medicinal markets from Canada
   - EU-GMP certification inspection for Pure Sunfarms Delta 3 completed

Netherlands

Option agreement to acquire 80% of Leli Holland – 1 of 10 applicants eligible to receive a cannabis production license in Dutch Cannabis Supply Experiment

Potential Springboard to Broader Recreational Cannabis Legalization in Europe

Asia-Pacific Region

First mover advantage in a region with an aggregate population of

>3B

Altum

12%

Interest in Altum International

Platform for large-scale importation, distribution and marketing of CBD, with an overriding focus on regulatory compliance for each specific country market, plus medicinal cannabis opportunities in Australia and New Zealand

- Commercial operations underway in 2 countries
  - Hong Kong: Leading CBD brands and products
  - Taiwan: Launched

October 2021

Launch of first high-THC products into the Australian medical cannabis market

Additionally targeting Greater China, Japan, South Korea, New Zealand

Recent Highlights

Nov 2021	village farms	Acquired 70% of Québec-Based ROSE LifeScience, a Leading Vertically Integrated Branded and Third-Party Supplier to the Québec Cannabis Market
Nov 2021	village farms	Reported Third Quarter 2021 Financial Results: Adjusted EBITDA Up 49% Year-Over-Year /Another Record Quarter for Pure Sunfarms' Sales and Adjusted EBITDA
Oct 2021	BALANCED HEALTH BOTANICALS	Expanded Product Portfolio with Launch of Innovative Synergy Collection
Sept 2021	PURE SUNFARMS	Completes First Export Shipment to Australia for Medicinal Cannabis Market Via Altum International
Sept 2021	PURE SUNFARMS	Commenced Cultivation in Second 1.1 Million Square Foot Greenhouse Facility
Sept 2021	PURE SUNFARMS	EU-GMP Certification Inspection of Pure Sunfarms Delta 3 Facility Completed
Sept 2021	village farms	Entered Option Agreement to Acquire 80% of Leli Holland, 1 of 10 Applicants Eligible for Netherlands Cannabis Production License in What is Expected to be First Legal Recreational Market in Europe
Aug 2021	BALANCED HEALTH BOTANICALS	Strengthened Senior Management Team with Appointment of Consumer Products Veteran Alejandro de Gortari as CFO
Aug 2021	village farms	Acquired 100% of Balanced Health Botanicals, a Profitable Leader in the US CBD Category, Providing an Additional Pathway to High-THC Cannabis Market in the US

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Q3/21 FINANCIAL RESULTS

Pure Sunfarms Consistently Adjusted EBITDA Profitable Cannabis Operations

(In millions of dollars except % metrics)	Q3 2021 (ended Sep. 30, 2021)		Q2 2021 (ended Jun. 30, 2021)		Q3 2020 (ended Sep. 30, 2020)	
	$C	$US	$C	$US	$C	$US
Net Sales	$34.5	$27.4	$30.4	$24.7	$22.6	$17.1
Retail Branded (% of Total Sales)	$22.8 66%	$18.1 66%	$22.5 74%	$18.3 74%	$12.0 53%	$9.1 53%
Non-Branded (Wholesale) (% of Total Sales)	$11.7 34%	$9.3 34%	$7.9 26%	$6.4 26%	$10.6 47%	$8.0 47%
Gross Margin[1]	44%	44%	40%	40%	34%	34%
SG&A as a % of Sales	19%	19%	18%	18%	14%	14%
Net Income	$6.7	$5.3	$4.0	$3.2	$2.8	$2.1
Adjusted EBITDA[2]	$10.9	$8.6	$9.1	$7.4	$5.6	$4.3

53% year-over-year increase in net sales

12th Consecutive Quarter of Positive Adjusted EBITDA

1. Gross margin for the three months ended September 30, 2021 excludes the (C$1,534) (US$1,217) reduction in cost of sales and for the three months ended June 30, 2021 excludes the C$145 (US$133) charge, respectively, inventory adjustment from the revaluation of inventory to fair value at the acquisition date of November 2, 2020.

2. Adjusted EBITDA is not a recognized earnings measure and does not have a standard meaning prescribed in by GAAP. Therefore, Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Management believes that Adjusted EBITDA is a useful supplemental measure in evaluating the performance of the Company.

Q3/21 FINANCIAL RESULTS

Village Farms Consolidated Financial Results

(In millions of U.S. dollars)	Q3 2021 (three months ended Sep. 30, 2021)	Q3 2020 (three months ended Sep. 30, 2020)
Sales[1]	$72.4	$43.0
Produce	$41.2	$42.9
Cannabis (Canada & U.S.)	$31.2	N/A*
Village Farms Clean Energy	$0.0	$0.1
Net Income[1]	$0.7	$0.5
Adjusted EBITDA[1,2]	$6.7	$4.6
Produce	$1.4	$4.7
Cannabis (Canada & U.S.)	$9.3	$2.5
Village Farms Clean Energy	($0.2)	($0.1)
Corporate	($3.8)	($2.5)

***Prior To Village Farms owning 100% of Pure Sunfarms on November 2, 2020, Pure Sunfarms' proportional earnings were presented within the Village Farms Consolidated Statement of Income in "Equity Earnings from Unconsolidated Entities".**

1. Sales, Net Income, and Adjusted EBITDA includes results from Pure Sunfarms pursuant to the Company's statutory reporting requirements.
2. Adjusted EBITDA is not a recognized earnings measure and does not have a standard meaning prescribed by GAAP.

NOTE: The Company's financial statements for the three months ended September 30, 2021 and September 30, 2020 have been prepared and presented in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). On September 30, 2021, Village Farms owned 100% of Pure Sunfarms Corp. ("Pure Sunfarms"), as the full acquisition of the remaining interest in Pure Sunfarms occurred November 2, 2020. Accordingly, for the three months ended September 30, 2021, Pure Sunfarms' financial results are consolidated with Village Farms' results. For the three months ended September 30, 2020, Pure Sunfarms is accounted for on a proportionate basis within "Equity Earnings from Unconsolidated Entities".

Village Farms International

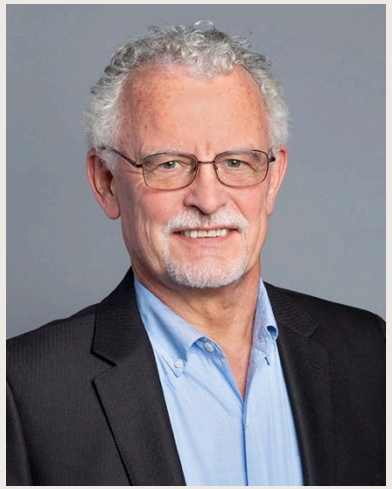
Michael A. DeGiglio
President & Chief Executive Officer

Stephen Ruffini
EVP, Chief Financial Officer

Orville Bovenschen
VP, European Business Development/Operations

Patti Smith
VP, Corporate Controller

Lofton Barnes
VP, Corporate Human Resources



Paul Selina
VP, Applied Research & Development

Jonathan Bos
VP, Asset Development

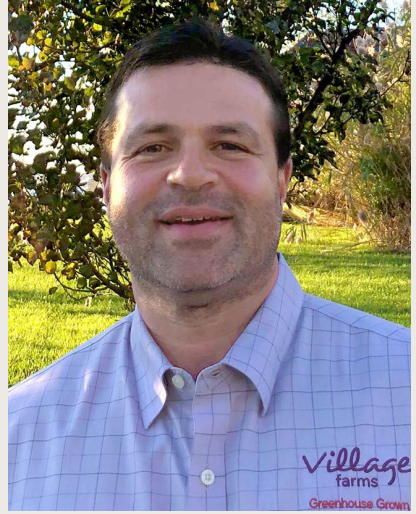
Bill Lowe
VP, Information Technology

Michael Bledsoe, PhD
VP, Food Safety & Regulatory Affairs

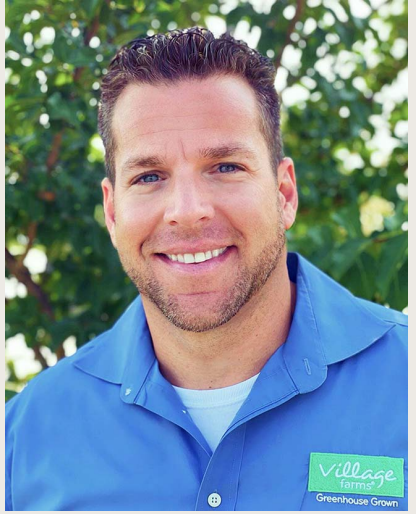
Village Farms Fresh

Eric Jenke
EVP, Sales & Marketing

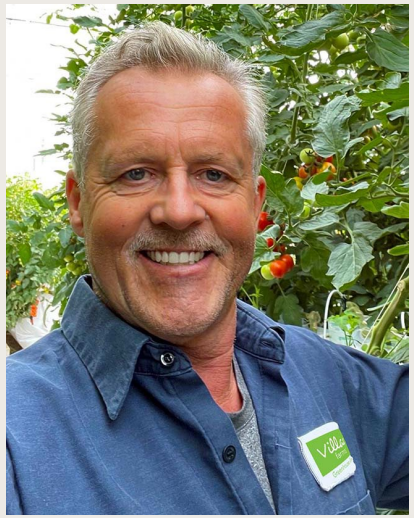
Bret T. Wiley
SVP, Sales & Sales Operations



Michael Minerva
SVP, Grower Relations Supply Development



Derin Gemmel
VP, HR Admin & Compliance - USA



Arie Van Der Giessen
VP, Regional Facility Manager - USA

Dirk de Jong
VP, Regional Facilities Manager - Canada

Andrew Gigante
VP, Financial Planning & Analysis

Pure Sunfarms

Mandesh Dosanjh
President & CEO

Michael Lattimer
VP, Operations

Elaine McAnally
VP, People & Experience

Rob Baldwin
VP, Cultivation & Greenhouse Operations

Miguel Martinez
VP, Finance

Maria Guest
VP, Brand & Commerical

Balanced Health Botanicals

Chase Terwilliger
CEO

Andrew Papilion
Co-Founder & Chief Product Officer

Bill Stoufer
Chief Operating Officer

Alejandro (Alex) de Gortari
Chief Financial Officer

John P. Harloe, J.D., Ph.D.
General Counsel

James Shoeboot
Executive Vice President of Technology

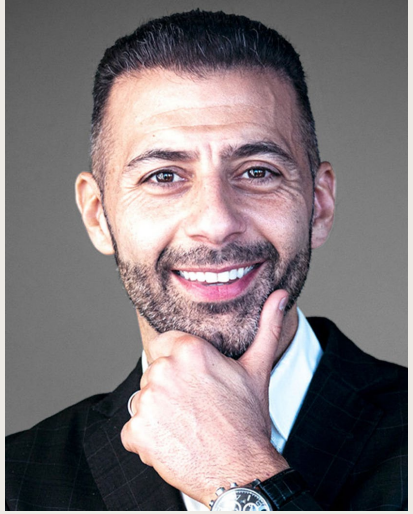
Ellese Symons
Vice President of Marketing

Sandi Gonzales
Vice President of Marketing Retail

Mark Grunder
Vice President of Operations

Luke Symons
Vice President of Global Operations

Rose Life Science



Davide Zaffino
President & CEO

Brian D. Stevenson
COO

Valentine Vaillant
VP, Marketing & Sales

Pierre-Luc Fontaine-Gouin
VP, Finance

Amyn Lechheb
VP, Business Development

MaDaniel Simard
VP, Strategy

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Good, for all.