

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): May 11, 2020

GROWGENERATION CORP  
(Exact Name of Registrant as Specified in its Charter)

Colorado  
(State or other Jurisdiction  
of Incorporation)

333-207889  
(Commission File Number)

46-5008129  
(I.R.S. Employer  
Identification No.)

930 W 7th Ave, Suite A  
Denver, Colorado 80204  
(Address of Principal Executive Offices)

Registrant's telephone number, including area code: (303) 386-4796

N/A  
(Former Address of Principal Executive Offices)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation under any of the following provisions ( see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbol	Name of each exchange on which registered
Common Stock, par value \$0.001 per share	GRWG	The NASDAQ Stock Market LLC

## Section 5 - Corporate Governance and Management

### Item 5.07 Submission of Matters to a Vote of Security Holders.

On May 11, 2020, GrowGeneration Corp. (the "Company") held its 2020 Annual Meeting of Shareholders (the "Annual Meeting") through remote communication. The matters listed below were submitted to a vote of the shareholders. 73.77% of the Company's outstanding shares of common stock as of March 12, 2020, the record date, have voted either in person or via proxy. Each proposal voted upon at the Annual Meeting was passed by the votes set forth:

**(1) To elect five directors to the Board of Directors of the Company to serve until the Company's 2021 Annual Meeting of Stockholders or until their respective successors are duly elected and qualified.**

<b>Name of Nominee</b>	<b>FOR</b>	<b>WITHHELD</b>
Michael Salaman	19,142,979	304,273
Darren Lampert	19,385,727	61,525
Stephen Aiello	19,100,755	346,497
Sean Stiefel	19,363,126	84,126
Paul Ciasullo	19,208,703	238,549

**(2) To approve and ratify the appointment of Plante & Moran, PLLC as the Company's independent registered public accounting firm to audit the Company's financial statements as of December 31, 2020 and for the fiscal year then ending.**

	<b>FOR</b>	<b>AGAINST</b>	<b>ABSTAIN</b>	<b>BROKER NON-VOTES</b>
TOTAL SHARES VOTED	28,092,933	33,953	55,472	-

**(3) To approve and ratify the amendment and restatement of the Company's 2018 Equity Incentive Plan to increase the number of shares issuable thereunder from 2,500,000 to 5,000,000.**

	<b>FOR</b>	<b>AGAINST</b>	<b>ABSTAIN</b>	<b>BROKER NON-VOTES</b>
TOTAL SHARES VOTED	15,697,178	3,036,160	713,914	8,735,106

## Section 7 – Regulation FD

### Item 7.01. Regulation FD Disclosure

On May 12, 2020, management of the Company gave presentations related to the business and performance of the Company at the 5th Annual Oppenheimer Emerging Growth Conference.

A copy of the presentation slides presented at the conference is attached hereto as Exhibit 99.1. The information contained herein and the exhibit attached hereto shall be deemed furnished and not filed. The information contained in the presentation slides has been provided for information purposes only and should not be construed as an offer to sell or a solicitation of an offer to purchase any of the Company's securities.

## Section 9 – Financial Statements and Exhibits

### Item 9.01. Financial Statements and Exhibits

(d) Exhibits

<b>Exhibit No.</b>	<b>Description</b>
99.1	<a href="#">Presentation Slides, dated May 12, 2020</a>

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: May 12, 2020

**GrowGeneration Corp.**

By: /s/ Darren Lampert

Name: Darren Lampert

Title: Chief Executive Officer



**OPPENHEIMER PRESENTATION**

May 2020

## SAFE HARBOR STATEMENT

This presentation is being provided for information purposes only and does not constitute an offer to sell or a solicitation of an offer to purchase any of the Company's securities. This presentation is not intended, nor should it be distributed, for advertising purposes, nor is it intended for broadcast or publication to the general public. Any such offer of the Company's securities will only be made in compliance with applicable state and federal securities laws pursuant to a prospectus or an offering memorandum and related offering documents which will be provided to qualified prospective investors upon request.

This presentation may include predictions, estimates or other information that might be considered forward-looking within the meaning of applicable securities laws. While these forward-looking statements represent our current judgments, they are subject to risks and uncertainties that could cause actual results to differ materially. You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation. Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements in light of new information or future events. When used herein, words such as "look forward," "believe," "continue," "building," or variations of such words and similar expressions are intended to identify forward-looking statements. Factors that could cause actual results to differ materially from those contemplated in any forward-looking statements made by us herein are often discussed in filings we make with the United States Securities and Exchange Commission, available at: [www.sec.gov](http://www.sec.gov), and on our website, at: [www.growgeneration.com](http://www.growgeneration.com).

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- 2) Business Overview
- 3) Growth Strategy
- 4) Financials and Milestones

## 1) Company and Market Overview

## GROWGENERATION AT A GLANCE

NATIONAL HYDROPONIC SUPPLIER OF SCALE TO THE LARGE AND GROWING CANNABIS / HEMP AND ORGANIC MARKETS



- Headquartered in Denver, CO
- Founded in 2014
- Largest hydroponic and organic product / solutions provider
- National footprint with 27 sales / service centers in 10 states
- Full-service product and solution offering for growers and cultivators
- FY 2019: \$79.7M in revenue, up 175% from 2018





## SEASONED MANAGEMENT TEAM & BOARD OF DIRECTORS



**Darren Lampert**  
CEO, Director

- Founding member of law firm Lampert & Lampert (1986-2000)
- Former portfolio manager and proprietary trader (2000-2014)



**Michael Salaman**  
President, Director

- VP at National Media Corp. (1986-2002)
- Founder of American Interactive Media
- Founder (2002-2006) / Chairman, Skinny Nutritional (2006-2013)



**Monty Lamirato**  
CFO

- CFO, Strategic Environmental & Energy Resources, Inc. (2013-2016)
- Independent consultant (2009-2017)
- CFO/Treasurer, ARC Group Worldwide, Inc. (2001-2009)



**Tony Sullivan**  
COO

- 20+ years at Foot Locker Inc.
- EVP and COO of Forman Mills
- SVP Operations for Dollar Express
- SVP, COO Anna's Linens

**Sean Stiefel**  
Director

- Founder of Navy Capital LLC in 2014, an equity focused fund
- Analyst with various equity funds

**Steven Aiello**  
Director

- Partner at Jones & Co. (2003-2006)
- Partner at Asset Management (2001-2003)
- Partner at Montgomery Securities (1987-2001)

**Paul Ciasullo**  
Director

- Board member Leafline
- President Global Sales Covenant Review 2014-2018
- Managing Director Soleil Securities

**Bob Nardelli**

Senior Strategic Advisor

- Former CEO of Home Depot

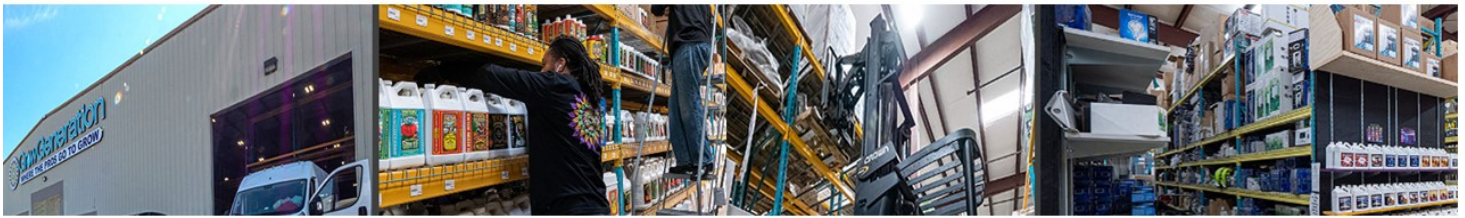
**Strong Private Equity Backing**

- Private Equity backed by founders of Cronos, Gotham Green, Navy Capital, JW Asset Merida Capital Partners

## GROWGENERATION HIGHLIGHTS

### GROWING PROFITABILITY WITH COMMERCIAL CUSTOMERS THROUGH STORE OPENINGS & ACQUISITIONS IN STRATEGIC MARKETS

- **Largest retailer of hydroponic products in the US**
  - Hydroponics: **specialized method of growing plants** using mineral nutrient solutions in a water solvent, as opposed to soil
- Serves commercial and home cultivators growing specialty crops in the **large and growing cannabis / hemp and organic markets**
- **Strategically opening stores** in locations targeted at the cannabis / hemp and organic growers
- Operating 27 stores: expansion has included **new stores openings** as well as **store acquisitions**
- **Diverse revenue base**– management estimates that the **majority of its sales come from commercial customers**
- **175% Sales Growth** from FY18 to FY19
- **Building omnichannel offering:** developing e-commerce operation with online ordering and delivery and pick up options



WHERE THE PROS GO TO GROW

## STRATEGICALLY LOCATED STORES

STRATEGICALLY OPENED STORES TO SERVE THE LARGE AND GROWING CANNABIS / HEMP AND ORGANIC MARKETS



- Targeted New Markets

- 6 states targeted for new markets: Missouri, Illinois, Arizona, Pennsylvania, New York, New Jersey



- GrowGeneration Stores



- Legal



- Legal for Medical Use

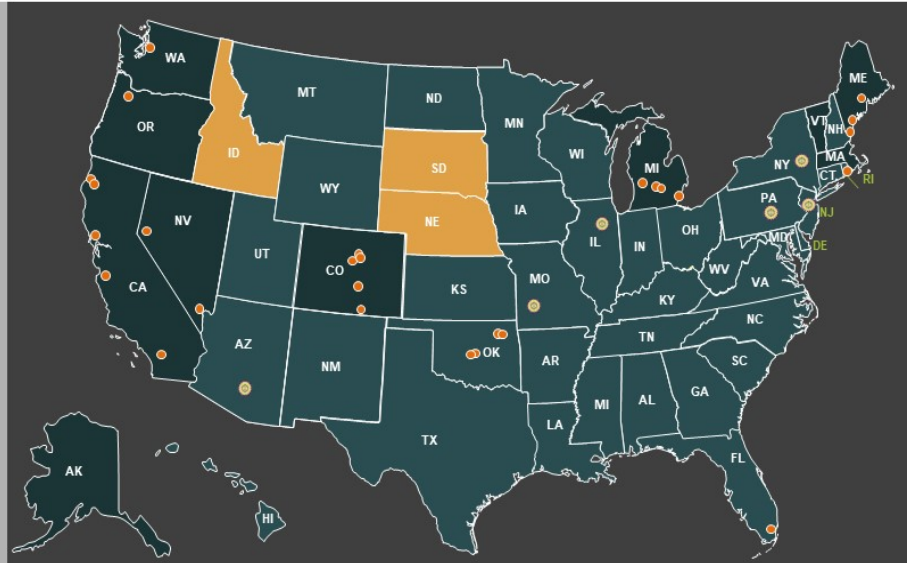


- Prohibited for Any Use

**27**  
STORES

**10**  
STATES

**6**  
NEW STATES

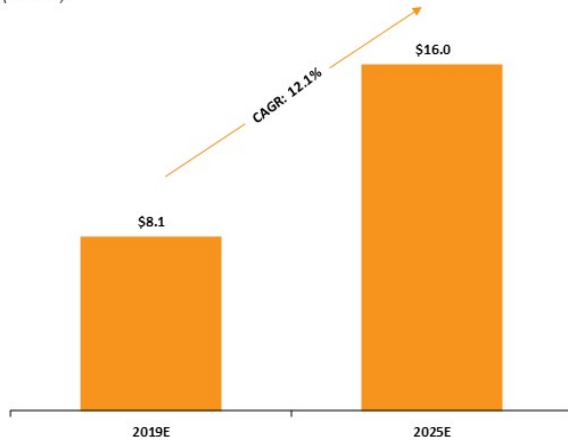


## U.S. HYDROPONIC MARKET SIZE & LANDSCAPE

GROWGENERATION IS POISED TO EXPAND ALONGSIDE THE LARGE AND GROWING LEGALIZED CANNABIS INDUSTRY

### Hydroponic Market Size<sup>1</sup>

(\$ in b)



### Market Commentary

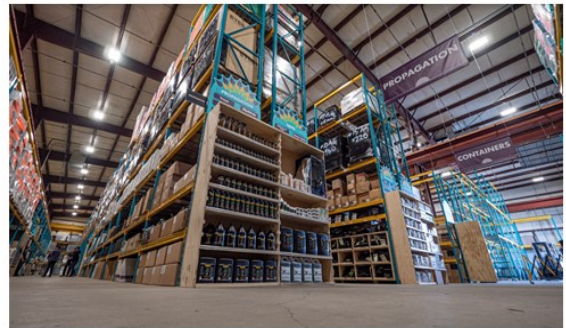
- Hydroponic
  - Over 1,000 hydroponic stores in the U.S.
  - Market is highly fragmented
- Cannabis<sup>2</sup>
  - U.S. cannabis sales are projected to reach \$17.0 billion in 2020 and \$29.7 billion by 2025 (for the legal adult-use and legal medical markets)
  - 33 medical and 11 adult-use states currently

1) Source: Markets and Markets, "Hydroponics Market", May 2019.  
 2) Source: New Frontier Data, U.S. Legal Cannabis Market Growth, September 2019.

## 2) Business Overview

## THE GROWGENERATION STORE UNIT

### Store Overview



### Store Metrics

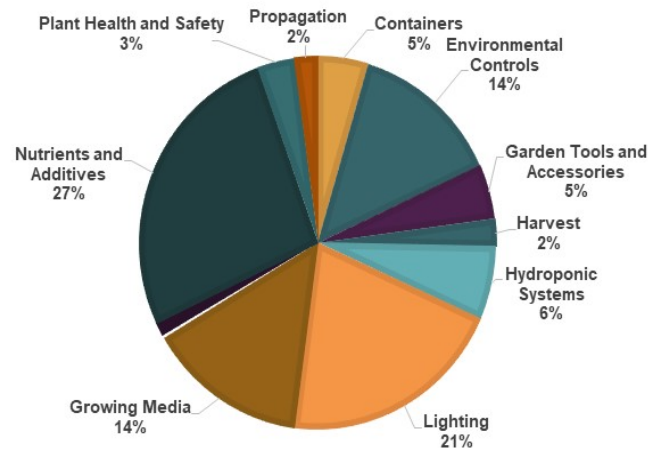
- The average store can be described as a specialty garden center
- Each store carries and sells thousands of hydroponic products used by commercial and home growers:
  - Organic nutrients and soils
  - Advanced lighting technology
  - Other state-of-the-art hydroponic equipment
- Each store will also coincide with an online omnichannel shopping experience
- 6,911 Average SQF per retail location for all stores operating from Jan. 2019 to Dec. 2019
- \$441 Sales / Average SQF for all stores operating from Jan. 2019 to Dec. 2019
- 2,617 Average SKUs on hand by retail location / 10,000 SKUs available
- Average \$361 / Transaction 2020 YTD

## PRODUCT MIX

PRODUCTS ARE KEY FOR CUSTOMERS' NEW BUILDS AS WELL AS MAINTAINING EFFICIENT OPERATIONS (CONSUMABLES)

### 2019 Product Mix

- Over 10,000+ SKUs available, sold by knowledgeable sales staff
- Extremely diversified product offering
- ~60% of revenues are from consumable products, driving repeat purchases and foot traffic
- Non-consumables
  - Environmental Controls
  - Portion of Lighting
  - Portion of Harvest
  - Portion of Hydroponic Systems
- Lighting, ventilation, dehumidifiers and other key products are needed for new builds



Diverse Product Base

WHERE THE PROS GO TO GROW

## STRONG COMMERCIAL CUSTOMER FOCUS

THE COMMERCIAL REVENUE STORY DRIVES GROWTH AND PREDICTABILITY

### Commercial Products

#### Capital Projects (\$50 per sq. ft.)



Lighting  
(Lighting)



Rolling Benches,  
Trays and Reservoirs  
(Hydroponic Controls)



HVAC Systems  
/ Ventilation  
(Environmental Controls)



Nutrient  
Delivery Systems  
(Hydroponic Systems)

#### Consumable Products

- Total recurring sales of approximately 60% of overall revenue<sup>1</sup>
- Become dependable supplier for growers & cultivators



Tools & Accessories  
/ Grow Tent  
(Garden Tools)



Media & Nursery  
(Growing Media / Containers)



Irrigation  
(Hydroponic Systems)



Nutrients  
(Nutrients & Additives)



Integrated Pest  
Management Systems  
(Plant Health and Safety)



Propagation  
(Propagation)

### Key Message

- Commercial products are critical to any capex build in order to increase yields, lower production costs, and generally increase the efficiency of any commercial cultivation facility
- Commercial team is comprised of individuals that provide a unique set of skills and expertise to all our clients
- Each member has several years of growing experience and knowledge, labeling them a Commercial Account Manager

1) Overall revenue includes commercial and non-commercial.



## BIG OPPORTUNITY IN PRIVATE LABEL PRODUCTS

- The private label program, under the Sunleaves brand, began to be stocked on shelves and online in Q4 2019
- Initial private label lineup includes a one-part micro and macro nutrient+ Cal mag powder line, for both cannabis and hemp farmers, a silica+ micronutrient booster and a root stimulant
- Private label products represented 2% of revenue in 2019
- Products have a higher gross margin profile
- Additives work in combination with all major brand name nutrient systems



## CUSTOMER ENGAGEMENT

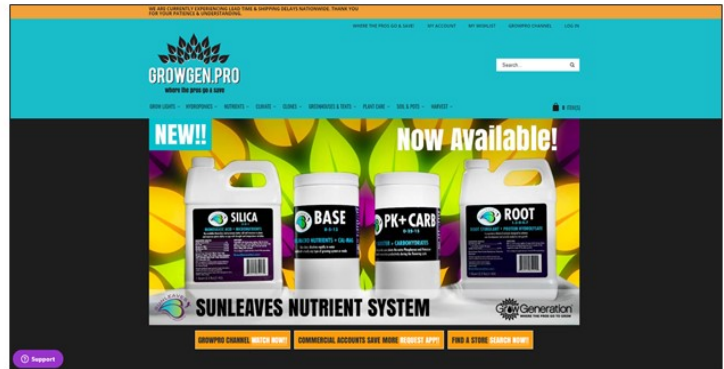
### SEAMLESS CUSTOMER EXPERIENCE DRIVEN BY EXPERT KNOWLEDGE BASE AND INTEGRATED OMNICHANNEL APPROACH

- GrowGeneration employs a knowledge base of expert growers and cultivators (“GrowPro’s”)
- Stores feature experiential shopping and product demos
- ERP implementation completed to help lower costs, integrate online and store sales and supply channels, improve departmental productivity and provide forecasting and reporting tools
- **GrowGen.Pro** is a well-tailored omnichannel direct-to-grower platform
  - Site features “How to” content
  - Offers same day delivery or pick up, or shipment within 24 hours
- GrowGeneration prides itself on Selection, Service and Solutions



## GROWPRO OMNICHANNEL OFFERING

- Acquired an e-commerce operation, HeavyGarden.com, and rebranded as GrowGen.Pro, to serve as the basis for an omnichannel strategy
  - E-commerce site is purpose-built to appeal to professional growers
  - Online orders have increased 132% year-over-year for the same period Jan-April 30th, 2019 vs. 2020
  - Plan to enable e-commerce at all locations
- Shopping and ordering is available 24/7
  - Online shoppers can shop in various product departments, from nutrients to lighting to hydroponic and greenhouse equipment
  - Option of delivery or store pick-up
- Site provides educational content for growers
  - Products have details, user reviews and pictures
  - Features videos, articles, blogs and other relevant content, all generated by GrowGeneration's internal staff
- Online orders increased 46% Jan- April 30,2020



## MARKETING & BRANDING

DRIVE MORE STORE TRAFFIC, COMMERCIAL SIGN-UPS, AND ONLINE PURCHASES

### Out of Home – Billboard



### In-Store Merchandising



### Trade Shows



### Social Media



### Vehicle Wraps



WHERE THE PROS GO TO GROW

## COVID-19 UPDATE

- **GrowGeneration has continued operating**
  - Deemed an “essential” supplier to the agricultural industry
- **Adjusted operations to ensure the safety of customers and employees**
  - Successfully initiated curbside pickup and will-call procedures
- **GrowGeneration stores continue to perform**
  - New stores in Portland, Miami, and Tulsa are contributing quarter-over-quarter growth
- **Strategically focused on internal development during this period**
  - Focused on new initiatives and efficiencies operationally including private label products, same store sales, and e-commerce

### 3) Growth Strategy

## GROWTH STRATEGY FOR 2020 - 2021

EXECUTING ON STRATEGIC PLAN TO GROW STORES ORGANICALLY AND INORGANICALLY WHILE INCREASING MARGINS

Category	Milestone	Strategy
Stores	<ul style="list-style-type: none"> <li>\$30M+ revenue in M&amp;A pipeline anticipated to close in Q2 - Q3 2020</li> <li>Open new stores in 6 new markets</li> </ul>	<ul style="list-style-type: none"> <li>Target mature markets like CA, MI, AZ</li> <li>Target new emerging markets like PA, NY, NJ, IL</li> </ul>
Same Store Sales	<ul style="list-style-type: none"> <li>Post double digit same store sales growth in 2020</li> </ul>	<ul style="list-style-type: none"> <li>Drive foot traffic to over 1,000 daily walk-ins with new commercial accounts and omnichannel launch</li> </ul>
Large-Scale Commercial Sales	<ul style="list-style-type: none"> <li>Increase large-scale commercial<sup>1</sup> sales from current ~\$5M per quarter to projected ~\$30M for full year 2020</li> </ul>	<ul style="list-style-type: none"> <li>Gain over 500 active accounts via our dedicated commercial team; all MSOs have account profile</li> </ul>
E-Commerce	<ul style="list-style-type: none"> <li>Double e-commerce sales – from \$5M to \$10M</li> </ul>	<ul style="list-style-type: none"> <li>Drive new customers with acquisition cost of \$50 resulting in average transaction of \$700</li> </ul>
Private Label	<ul style="list-style-type: none"> <li>Increase share of proprietary and exclusive products to 10% of overall revenue with 50% landed margin</li> </ul>	<ul style="list-style-type: none"> <li>Actively seeking to develop and acquire additional private label products</li> <li>Future private label products may include trellis netting, plastic pots, organic nutrients and more</li> </ul>

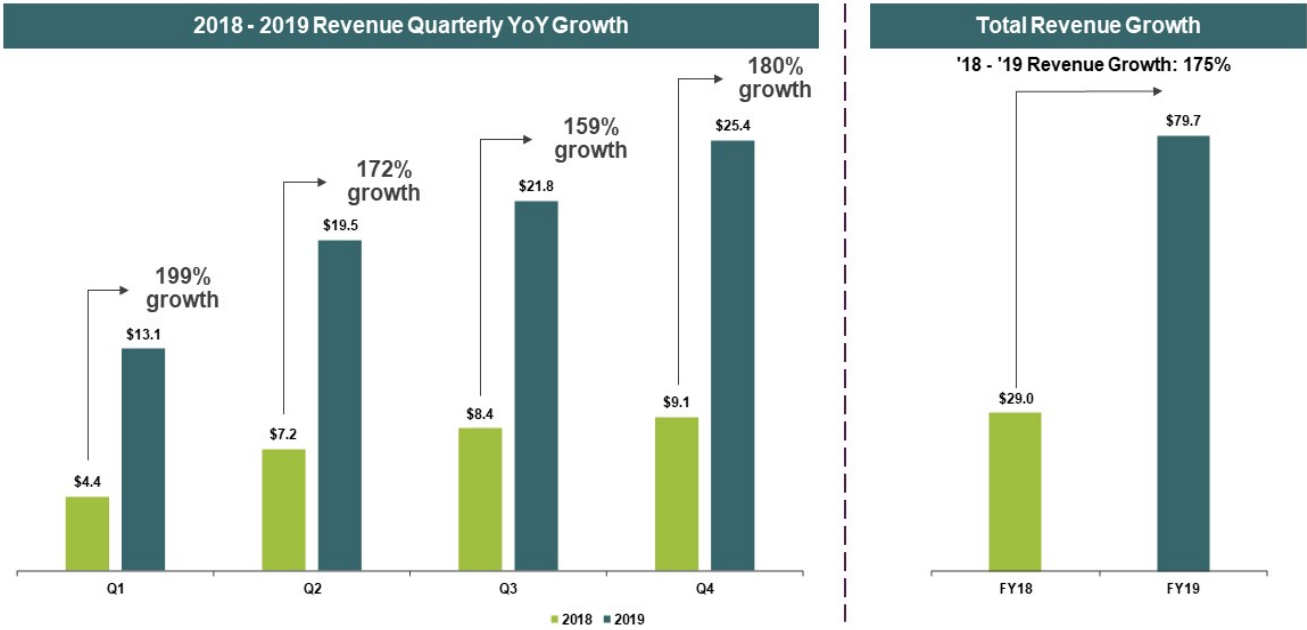
1) Commercial division clients include MSOs and regional growers that are serviced by a commercial account manager and dedicated commercial reps. This category does not include all commercial customers.

## 4) Financials and Milestones



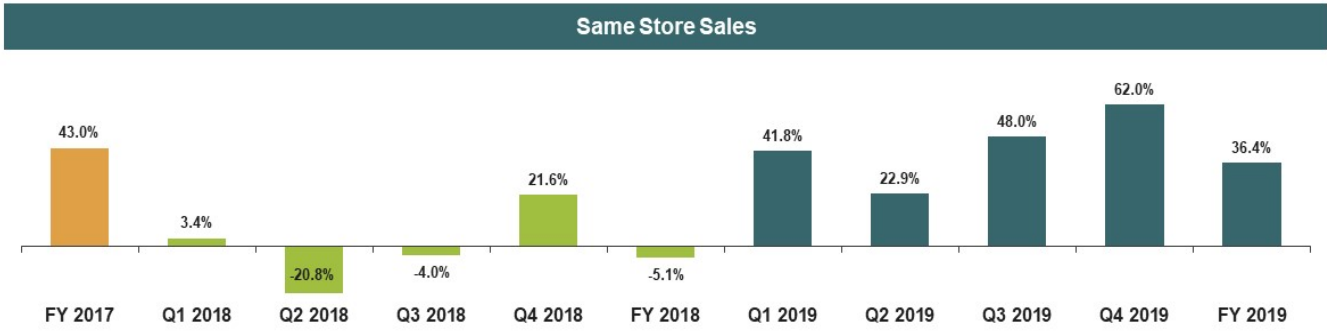
## 2019 REVENUE GROWTH

(\$ in m)



## SAME STORE SALES

- Same store sales +36% 2019 YoY
- Same store sales \$13.0M FY 2019
- Same store sales grew 62% in Q4 2019
- Double-digit projected 2020 same store sales growth

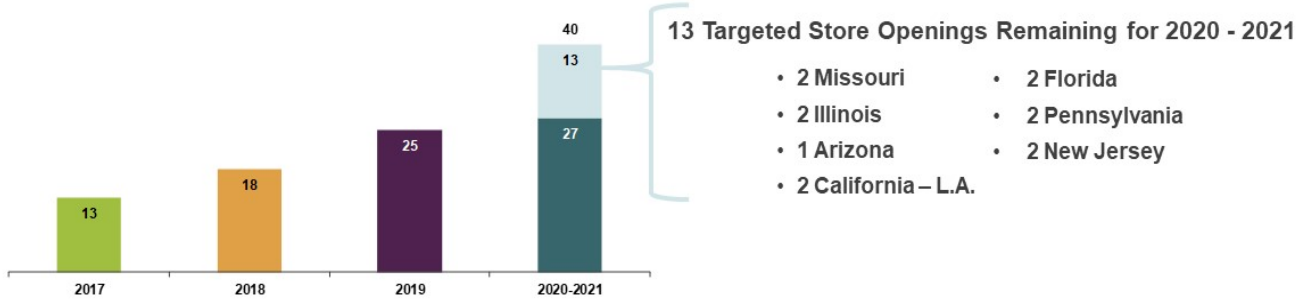


## STORE UNIT GROWTH

### GROWGENERATION'S GROWTH TRAJECTORY IS DRIVEN BY EXECUTING STRATEGIC STORE OPENINGS AND ACQUISITIONS

- Store Unit Growth
  - Unit growth 39% YoY
  - Total stores in 2019: 25
  - Total stores as of May 2020: 27
  - New & acquired store locations in 2019: 10 (3 opened, 7 acquired)
  - 3 stores consolidated into existing larger stores
- New stores to be opened in 2020 are projected to drive ~\$4M in revenue per store and have 20% annual same store sales growth thereafter

#### Store Unit Growth 2017 - 2021



## PROVEN ROBUST TRACK RECORD OF ACQUISITIONS

\$30M in acquisitions completed in 2019

\$12M in acquisitions completed so far in 2020



Acquisitions are Margin and Profit Accretive

## ACQUISITIONS VS. NEW STORE OPENING

**GROWGENERATION'S MANAGEMENT TEAM IS FOCUSED ON GROWING ITS BUSINESS WITH STORE OPENINGS AND ACQUISITIONS – BOTH AVENUES FOR GROWTH HAVE SHORT PAYBACK PERIODS AND BUILD THE LONG-TERM CUSTOMER BASE**

### Store Acquisitions and New Store Opening Comparison & Performance

- GrowGeneration is able to grow its business with acquisitions of retail locations with significant demand for growing cannabis
- Short payback periods (1 ½ to 2 years) can be achieved due to our low capex per location and executable, replicable business plan
- GrowGeneration plans to grow revenue with 13 new store openings in high-demand, underserved markets

#### Existing Store Acquisition – Warwick, RI

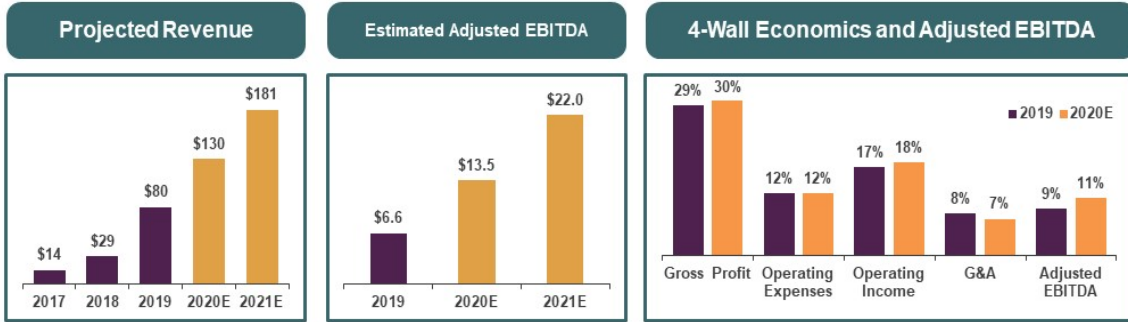
- 2019 revenues of \$8 million
- Total cost of acquisition, \$2.4 million
- Acquisition multiple, 2.7 times TTM EBITDA
- Payback period expected to be less than 2.25 years

#### New Store Opening Example

- 10,000 sq. ft. (New OKC location)
- Racking/fixtures/buildout/vehicles ~ \$250K
- Initial Inventory ~ \$700K
- \$500K/month in revenue run rate
- Payback period approximately 1.5 year

## FINANCIAL HIGHLIGHTS

(\$ in m)



2019 Revenue  
**\$80M**  
 +\$51 million or  
 175% vs 2018

Q4 2019 Revenue  
**\$25M**  
 +\$16 million  
 vs Q4 2018

Same Store Sales  
**+62%**  
 Q4 2019  
 vs Q4 2018

Same Store Sales  
**+36%**  
 2019  
 vs 2018

**10**  
 New & Acquired  
 Store Locations  
 in 2019

# Appendix

## INCOME STATEMENT

(\$ in m)	Dec-18	Dec-19
<b>Sales</b>	\$29.0	\$79.7
Cost of Goods Sold	22.6	57.2
<b>Gross Profit</b>	<b>\$6.4</b>	<b>\$22.6</b>
<b>Operating Expenses</b>		
Store Operations	5.2	10.1
General and Administrative	1.6	3.2
Share Based Compensation	1.9	2.5
Depreciation and Amortization	0.4	1.0
Salaries and Related Expenses	1.6	3.6
<b>Total Operating Expenses</b>	<b>\$10.7</b>	<b>\$20.4</b>
<b>Operating Income (Loss)</b>	<b>(\$4.3)</b>	<b>\$2.1</b>
<b>Other Income (Expense)</b>		
Miscellaneous Income (Expense)	0.1	(0.0)
Interest Income	0.1	0.1
Interest Expense	(0.0)	(0.0)
Amortization of Debt Discount	(1.0)	(0.4)
<b>Total Other Income (Expense)</b>	<b>(\$0.8)</b>	<b>(\$0.3)</b>
<b>Net Income (Loss)</b>	<b>(\$5.1)</b>	<b>\$1.9</b>



## BALANCE SHEET

(\$ in m)	Dec-18	Dec-19
<b>Assets</b>		
Cash	\$14.6	\$13.0
Accounts Receivable	0.9	4.5
Inventory	8.9	22.7
Other Current Assets	0.6	2.5
<b>Total Current Assets</b>	<b>\$25.0</b>	<b>\$42.6</b>
Other Assets <sup>1</sup>	10.9	29.4
<b>Total Assets</b>	<b>\$35.9</b>	<b>\$72.0</b>
<b>Liabilities and Stockholders' Equity</b>		
Accounts Payable	1.8	6.0
Current Portion of Long Term Debt	0.4	0.1
Other Current Liabilities <sup>2</sup>	1.2	5.9
<b>Current Liabilities</b>	<b>\$3.4</b>	<b>\$12.1</b>
Long Term Debt <sup>3</sup>	2.4	0.2
Operating Leases Right-of-Use Assets, Net of Current Maturities	0.0	5.8
<b>Total Liabilities</b>	<b>\$5.8</b>	<b>\$18.1</b>
Stockholders' Equity	30.1	53.9
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$35.9</b>	<b>\$72.0</b>

1) Includes net PP&amp;E, net operating leases, net intangibles, goodwill and other assets.

2) Includes accrued liabilities, payroll and payroll tax, customer deposits, sales tax payable, and current maturities of operating leases.

3) Includes long term convertible debt and long term debt.

## CASH FLOWS

(\$ in m)

	Dec-18	Dec-19
<b>Cash from Operating Activities</b>		
Net Income (Loss)	(\$5.1)	\$1.9
Depreciation and Amortization	0.4	1.0
Change in Operating Assets and Liabilities	0.1	(9.7)
Other Adjustments <sup>1</sup>	3.1	3.4
<b>Total Cash from Operating Activities</b>	<b>(\$1.5)</b>	<b>(\$3.3)</b>
<b>Cash from Investing Activities</b>		
Assets Acquired in Business Combinations	(5.7)	(9.5)
Purchase of Property and Equipment	(0.6)	(2.2)
Purchase of Goodwill and Other Intangibles	(0.1)	(0.1)
<b>Total Cash from Investing Activities</b>	<b>(\$6.4)</b>	<b>(\$11.8)</b>
<b>Cash from Financing Activities</b>		
Principal Payments on Long Term Debt	(0.5)	(0.5)
Net Proceeds from Issuance of Convertible Debt	8.9	-
Net Proceeds from the Sales of Common Stock and Exercise of Warrants and Options	12.9	13.9
<b>Total Cash from Financing Activities</b>	<b>\$21.3</b>	<b>\$13.5</b>
<b>Net Change in Cash and Cash Equivalents</b>	<b>\$13.4</b>	<b>(\$1.7)</b>
Cash and Cash Equivalents at Beginning of Year	1.2	14.6
<b>Cash and Cash Equivalents at End of Year</b>	<b>\$14.6</b>	<b>\$13.0</b>

1) Includes adjustments for: provision for doubtful accounts receivable, inventory valuation reserve, amortization of debt discount, stock based compensation, noncash operating lease expense, and other.

## CAPITALIZATION TABLE

(\$ in m)

## GrowGeneration Capitalization as of December 31, 2019

**Debt**

Notes Payable (Seller Financing Notes)	\$0.4
--	-------

**Warrants Outstanding (thousands of shares)**

Warrants, weighted avg. exercise \$3.25/share	3,698
Convertible Debt Warrants	131

**Options Outstanding (thousands of shares)**

Options, weighted avg. exercise \$2.78/share	2,516
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**Shares Outstanding (thousands of shares)**

Weighted Average Shares Outstanding, basic	32,884
Total Potentially Dilutive Securities	6,345
Adjusted Weighted Average Shares Outstanding, dilutive	39,229

**Cash**

Cash and Cash Equivalents	\$13.0
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## COMPANY CONTACT



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