



HEMP EXTRACTS CONCENTRATION GUIDE

Charlotte's Web Product	Size (mL or Capsule-count)	Delivery Method	Extraction Method	Retail Price	Contents per Container		Contents per mL (or unit) *		Contents Per drop (1/20 mL) **		Unit Cost	
					Total Cannabinoids *** (mg)	CBD (mg)	Total Cannabinoids (mg)	CBD (mg)	Total Cannabinoids (mg)	CBD (mg)	Cost per mg Total Cannabinoids (\$/mg)	Cost per mg CBD (\$/mg)
17 mg	30	Oil/Sublingual	CO2	\$60	684	500	22.8	17	1.1	0.4	\$0.09	\$0.12
17 mg	100	Oil/Sublingual	CO2	\$150	2280	1667	22.8	17	1.1	0.4	\$0.07	\$0.09
25 mg - THC Free	30	Oil/Sublingual	CO2	\$60	990	750	33.1	25	1.7	0.6	\$0.06	\$0.08
50 mg - Original Formula	30	Oil/Sublingual	Alcohol	\$120	2127	1500	70.9	50	3.5	1.3	\$0.06	\$0.08
50 mg - Original Formula	100	Oil/Sublingual	Alcohol	\$275	6610	5000	66.1	50	3.3	1.3	\$0.04	\$0.06
60 mg	30	Oil/Sublingual	CO2	\$120	2292	1800	76.4	60	3.8	1.5	\$0.05	\$0.07
60 mg	100	Oil/Sublingual	CO2	\$275	7990	6000	79.9	60	4.0	1.5	\$0.03	\$0.05
Dog Oil 17 mg (MCT)	30	Pet	CO2	\$60	687	500	22.9	17	1.1	0.4	\$0.09	\$0.12
Dog Treats	30	Pet	CO2	\$20	219	75	7.3	2.5			\$0.09	\$0.27
Dog Treats	60	Pet	CO2	\$35	438	150	7.3	2.5			\$0.08	\$0.23
15 mg Capsules	30	Swallowed	CO2	\$40	609	450	20.3	15			\$0.07	\$0.09
15 mg Capsules	60	Swallowed	CO2	\$70	1218	900	20.3	15			\$0.06	\$0.08
25 mg Capsules	30	Swallowed	CO2	\$75	1029	750	34.3	25			\$0.07	\$0.10
25 mg Capsules	60	Swallowed	CO2	\$120	2058	1500	34.3	25			\$0.06	\$0.08
Gummy - 25 mg (Daily, THC-Free)	60	Swallowed	CO2	\$70	978	750	16.3	12.5			\$0.07	\$0.09
Gummy - 15 mg (Daily, THC-Free)	60	Swallowed	CO2	\$45	585	450	9.8	7.5			\$0.08	\$0.10
Gummy - 10 mg (Sleep, Calm, Recovery)	60	Swallowed	CO2	\$45	408	300	6.8	5			\$0.11	\$0.15
Gummy - 10 mg (Sleep, Calm, Recovery)	30	Swallowed	CO2	\$30	204	150	6.8	5			\$0.15	\$0.20
Gummy - 10 mg (Sleep, Calm, Recovery)	6	Swallowed	CO2	\$10	41	30	6.8	5			\$0.25	\$0.33
Cream	2.5 fl oz	Topical	CO2	\$40	797	750	319	300			\$0.05	\$0.05
Cream	1 fl oz	Topical	CO2	\$20	319	300	319	300			\$0.06	\$0.07
Balm	0.5 fl oz	Topical	CO2	\$15	176	150	176	150			\$0.09	\$0.10
Balm	1.5 fl oz	Topical	CO2	\$30	529	450	529	450			\$0.06	\$0.07
Balm Stick	1.75 fl oz	Topical	CO2	\$40	598	525	598	525			\$0.07	\$0.08
Cooling Gel	1.7 fl oz	Topical	CO2	\$40	568	510	568	510			\$0.07	\$0.08
Roll-on	0.34 fl oz	Topical	CO2	\$15	113	100	113	100			\$0.13	\$0.15

* According to Charlotte's Web serving size instructions on the packaging, a "full dropper" is the amount of liquid pulled into the dropper tube after one gentle squeeze of the bulb. Slightly less than half of the clear tube should be filled after a gentle squeeze. This volume is approximately 0.5 mL.

** The size of the drop is estimated based on the standard temperature (viscosity) of the oil and diameter of the dropper aperture.

*** Total Cannabinoid Content calculated from COA based on Lot/Batch being shipped during the time-period stated in the bottom-right corner of this guide.