



ASX:LGP

Investor Presentation

1 JULY 2021



Disclaimer



Disclaimer

This presentation contains summary information about Little Green Pharma Ltd (ACN 615 586 215) ("LGP") and its activities current as at the date of this presentation. The information in this presentation is of general background and does not purport to be complete or to contain all the information which a prospective investor may require in evaluating a possible investment in LGP or that would be required in a prospectus or a product disclosure statement prepared in accordance with the Corporations Act 2001 (Cth) (Corporations Act).

It should be read in conjunction with LGP's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange, which are available at www.asx.com.au.

This presentation is for information purposes only and is not a prospectus or product disclosure statement, financial product or investment advice or a recommendation to acquire LGP's shares or other securities. This document does not constitute or contain an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in LGP.

No liability

The information contained in this document has been prepared in good faith by LGP, however no guarantee representation or warranty expressed or implied is or will be made by any person (including LGP and its affiliates and their directors, officers, employees, associates, advisers and agents) as to the accuracy, reliability, correctness, completeness or adequacy of any statements, estimates, options, conclusions or other information contained in this document.

To the maximum extent permitted by law, LGP and its affiliates and their directors, officers, employees, associates, advisers and agents each expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in this document including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions, forecasts, reports or other matters, express or implied, contained in, arising out of or derived from, or for omissions from, this document including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

Statements in this document are made only as of the date of this document unless otherwise stated and the information in this document remains subject to change without notice.

Not financial product advice

This document does not constitute financial product advice or take into account your investment objectives, taxation situation, financial situation or needs. This document consists purely of factual information and does not involve or imply a recommendation of a statement of opinion in respect of whether to buy, sell or hold a financial product.

An investment in LGP is considered to be speculative in nature. Before making any investment decision in connection with any acquisition of securities, investors should consult their own legal, tax and/or financial advisers in relation to the information in, and action taken on the basis of, this document.

Forward looking statements

Certain information in this document refers to the intentions of LGP, but these are not intended to be forecasts, forward looking statements or statements about the future matters for the purposes of the Corporations Act or any other applicable law. The occurrence of the events in the future are subject to risk, uncertainties and other actions that may cause LGP's actual results, performance or achievements to differ from those referred to in this document. Accordingly, LGP and its affiliates and their directors, officers, employees and agents do not give any assurance or guarantee that the occurrence of these events referred to in the document will actually occur as contemplated. Past performance is no guarantee of future performance.

This presentation may contain forward-looking statements including statements regarding our intent, belief or current expectations with respect to LGP's business and operations, market conditions, results of operations and financial condition, specific provisions and risk management practices. When used in this presentation, the words 'likely', 'estimate', 'project', 'intend', 'forecast', 'anticipate', 'believe', 'expect', 'may', 'aim', 'should', 'potential' and similar expressions, as they relate to LGP and its management, are intended to identify forward-looking statements. Forward looking statements involve known and unknown risks, uncertainties and assumptions and other important factors that could cause the actual results, performances or achievements of LGP to be materially different from future results, performances or achievements expressed or implied by such statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date thereof.

Acceptance

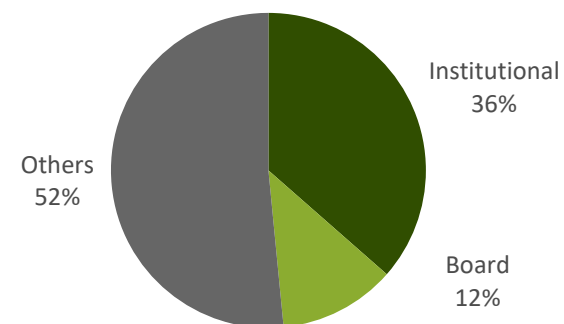
By accepting, accessing or reviewing this document you acknowledge and agree to the "Disclaimer" as detailed above.

Corporate Overview

Capital Structure

Current Share Price ¹	\$0.88
Shares Outstanding ^{2,3}	232,607,948
Options and Performance Rights on Issue	12,008,746
Market Capitalisation (undiluted) ^{1,3}	~\$204.7 million
Cash Reserves (31 Mar 2021, ex. ~\$27m Placement)	~\$28.5 million
Enterprise Value	~\$176.2 million

Register Breakdown⁴



Shareholders⁴

Shareholder	Shareholding	Ownership
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	37.1m	15.9%
ELIXXER LTD	25.0m	10.8%
MS FLETA JENNIFER SOLOMON	20.3m	8.7%
UBS NOMINEES PTY LTD	16.1m	6.9%
BARBRIGHT AUSTRALIA PTY LTD	7.6m	3.3%
MR ANGUS CAITHNESS	6.4m	2.8%
Top 20 shareholders	137.2m	59.0%
Board ownership	27.9m	12.0%

1. As at 29 June 2021
2. 54,034,703 shares are escrowed 24 months from date of listing (20 February 2020)
3. Excludes ~2.7 million shares to be issued in respect of property acquisition (see ASX announcement dated 15 March 2021)

4. As at 29 June 2021

Who we are

Little Green Pharma (ASX:LGP)

- Vertically integrated medicinal cannabis company in Australia and Denmark
- Focused solely on pharmaceutical grade cannabis to treat medical conditions
- Australia's first producer and exporter of cannabis medicines
- ~12,000 patients and >60,000 units of cannabis medicine sold since August 2018
- Exporting EU-GMP recognized cannabis medicines overseas including Germany, France, UK



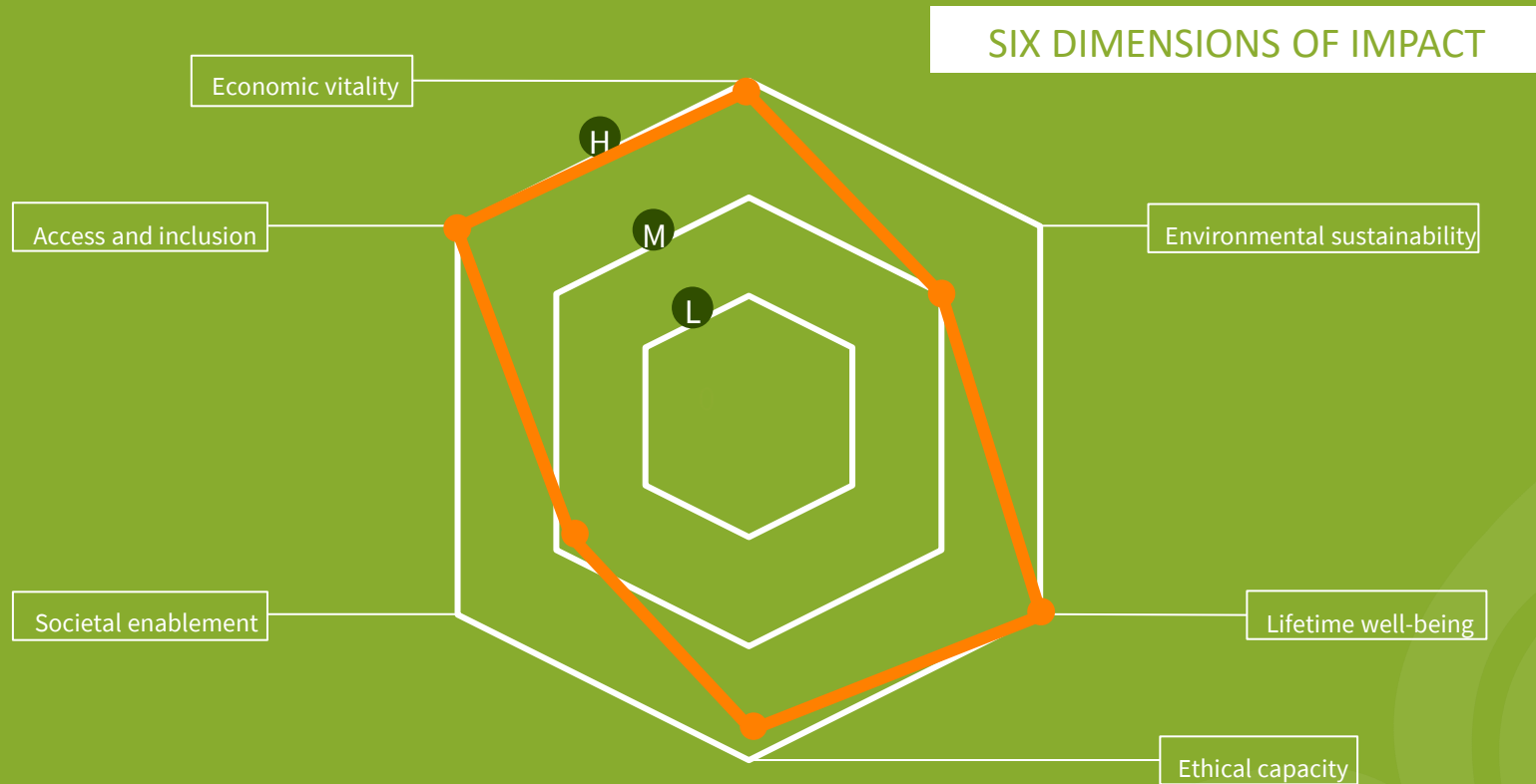
We are passionate about transforming lives. Our vision is to reimagine cannabis medicines and do extraordinary things for our patients. Our purpose is to solve real patient problems. It's at the heart of everything we do and defines our culture.

We are proud of what we've done and where we're going.

We are Little Green Pharma.

Our ESG commitment

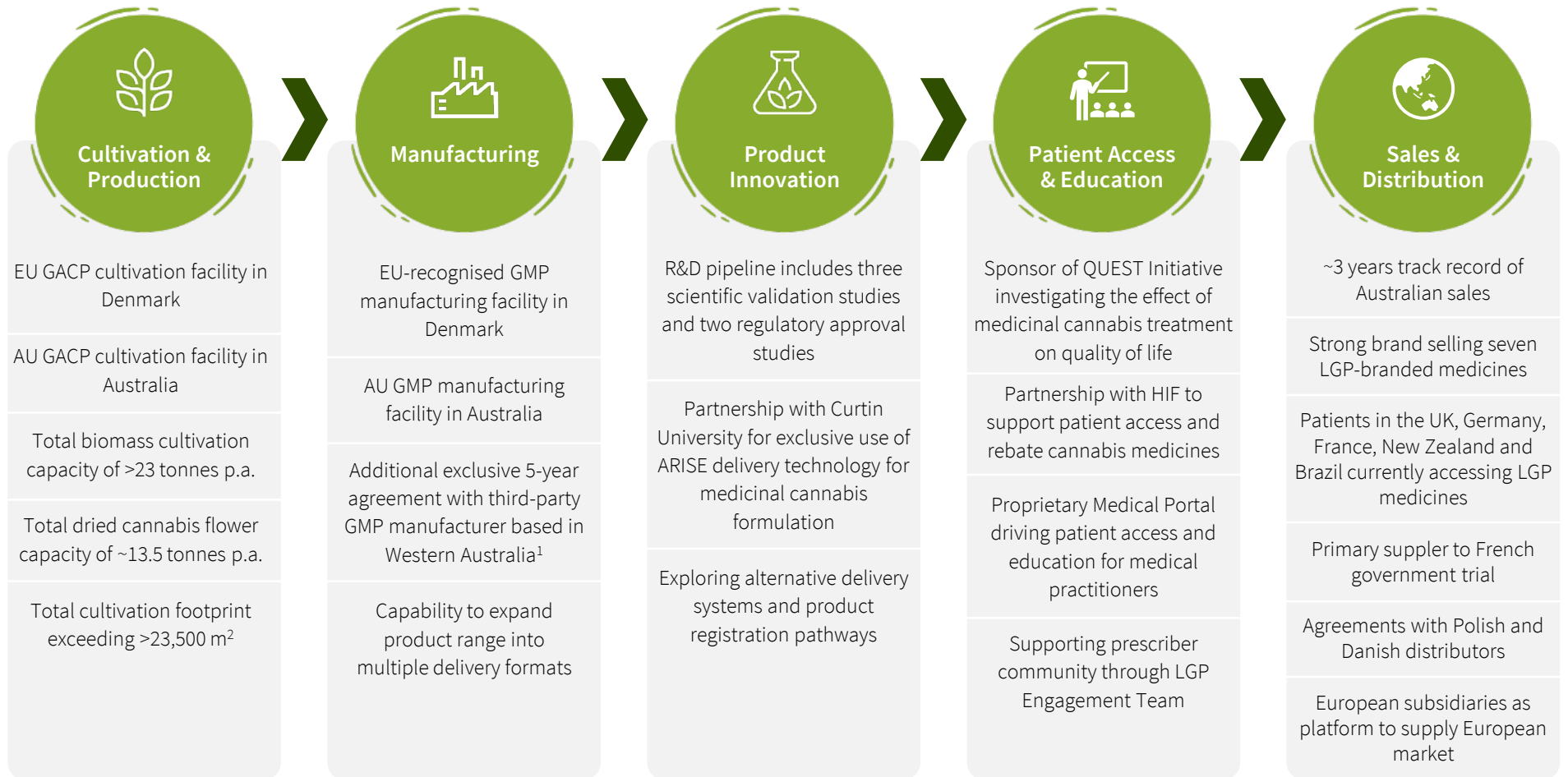
LGP solves societal and environmental challenges through core business activities





Our Business Model Captures Value

LGP operates across the entire medicinal cannabis supply chain



1. LGP has an exclusive agreement with a GMP licensed medicinal cannabis manufacturer who may only terminate the agreement after 22 November 2023 on 12 months' notice.

Growth Strategy

Little Green Pharma has a track record of sales growth with a clear pathway to increasing margins and driving significant revenue growth in Australia and offshore markets

1

Patient acquisition in Australia

Sales in Australia demonstrate market validity and generate immediate cash flow to support development of international pathways

2

Clear pathway to international sales

Early-mover commercial volumes in international markets the primary mechanism to secure and grow offshore market share

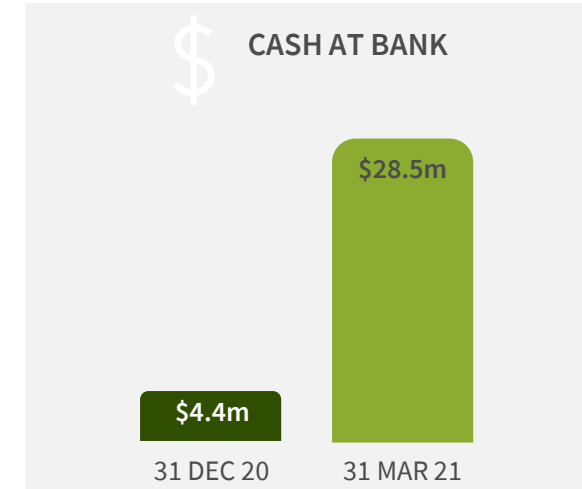
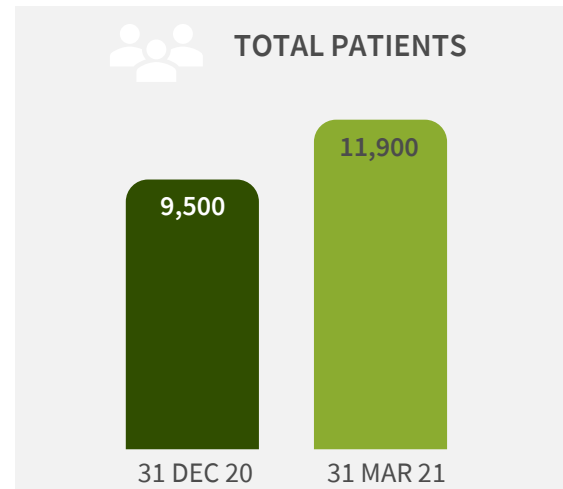
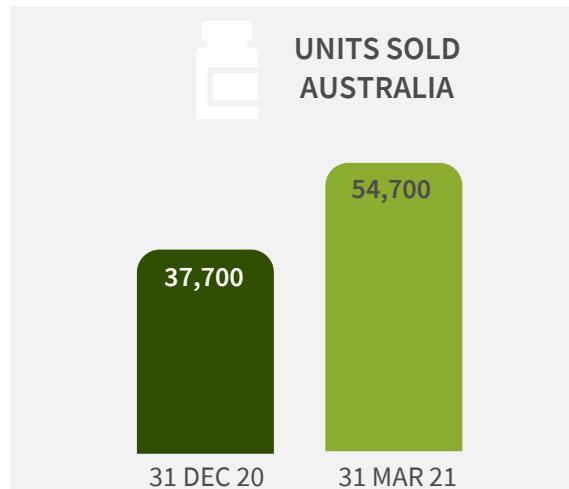
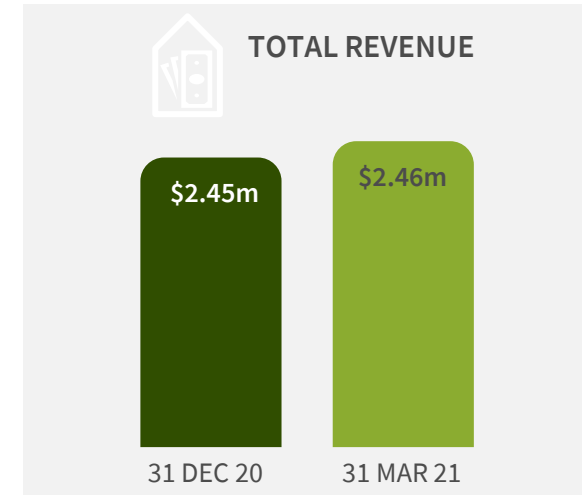
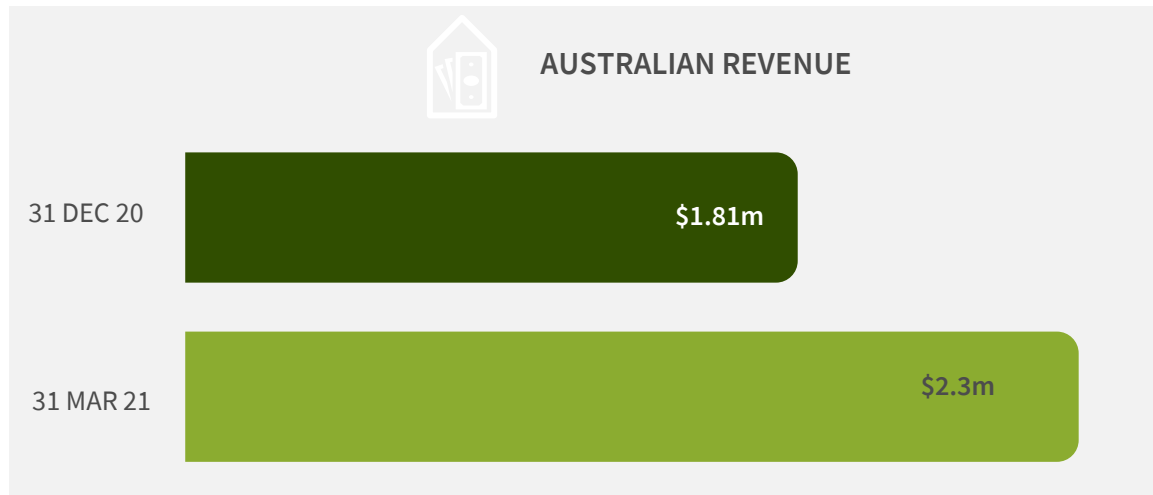
3

Product and drug delivery innovations

Focus on developing unique delivery systems for patients in the future to solve real patient problems and differentiate LGP

Track Record of Patient Access

Strong growth in sales and patients using LGP products in Australia





The QUEST Initiative aims to be one of the world's largest longitudinal studies investigating the quality of life and health economics of medicinal cannabis on patients with chronic disease

QUEST has recruited **805 patients** to date and involves **94 doctors** across Australia

Screened



Consented



The QUEST Difference

It's different, and it's BIG:

- Run by the University of Sydney
- Ethics approved
- Discounted medicines (supplied by LGP)
- Examines Quality of Life measures and health economics
- Connects patients with doctors
- Doctor support



Clear Pathway to International Sales

Poland	<ul style="list-style-type: none">✓ Medezin Sp. z o.o., a subsidiary of Pelion SA, appointed as exclusive distributor in Poland - Pelion SA is the largest operator in the Polish and Lithuanian healthcare sector✓ Medezin targets to sell Products equivalent to $\geq 20\%$ of the market for cannabis oil medicines and $\geq 10\%$ of the Market for high-THC cannabis flower medicines	
Denmark	<ul style="list-style-type: none">✓ Provides production platform to leverage Company's early mover advantage in key EU markets✓ Additional capacity positions Company to meet market demand driven by LGP's established brand and distribution channels in Europe	
France	<ul style="list-style-type: none">✓ Primary medicinal cannabis oil supplier to French government 2-year medicinal cannabis trial in partnership with local distributor Intsel Chimos✓ First mover advantage and brand equity in trial anticipated to catalyse the legalisation of medicinal cannabis market	
Germany	<ul style="list-style-type: none">✓ Medicinal cannabis oils and flower now shipped to Germany for patient use✓ LGP third global medicinal cannabis producer to export medicinal cannabis extract oils to Germany✓ Firm purchase orders totaling ~\$5.7m (>47,000 units) in CY2021 from DEMECAN	
United Kingdom	<ul style="list-style-type: none">✓ Medicinal cannabis oils now shipped to UK for patient use✓ Cannabis flower to be shipped to UK in near term✓ Working with local distributors to distribute medicines	
Pathfinder Shipments	Pathfinder shipments crucial for gaining intelligence of new market regulatory frameworks and establishing presence and distribution network growth – New Zealand, Lesotho, Brazil	

Total Addressable Market

LGP's total addressable market is estimated at ~\$24bn¹ at maturity

- The global medicinal cannabis is experiencing dramatic growth and LGP is one of a few companies world-wide with the capability to deliver into these new and emerging markets
- The following countries have been identified as LGP's current target markets based on regulatory frameworks and capability to deliver into key distribution networks

Country	Population	TAM at maturity	Notes
Australia	25m	A\$1bn	CBD over the counter could increase this estimate
France	65m	A\$6bn	Currently illegal (Government medicinal cannabis trial underway)
Germany	84m	A\$8bn	Already a large market
United Kingdom	68m	A\$6bn	Restricted by condition. CBD legal and widely available
Denmark	6m	A\$1bn	Government extended medicinal cannabis trial
Brazil	213m	A\$2bn	Cultivation illegal, but imported oils are permitted
TOTAL	461m	A\$24bn	

1. Canaccord Genuity Estimates – 12 May 2021 (based on Worldometer)

Product Innovation

Solving real patient problems

ARISE Technology

- ✓ The Company has now successfully applied medicinal cannabis to its licensed, patented ARISE delivery technology
- ✓ Currently undertaking yield optimisation activities
- ✓ Plans to progress to:
 - upscaling and pre-clinical testing to determine optimal formulation;
 - human testing; and
 - TGA registration

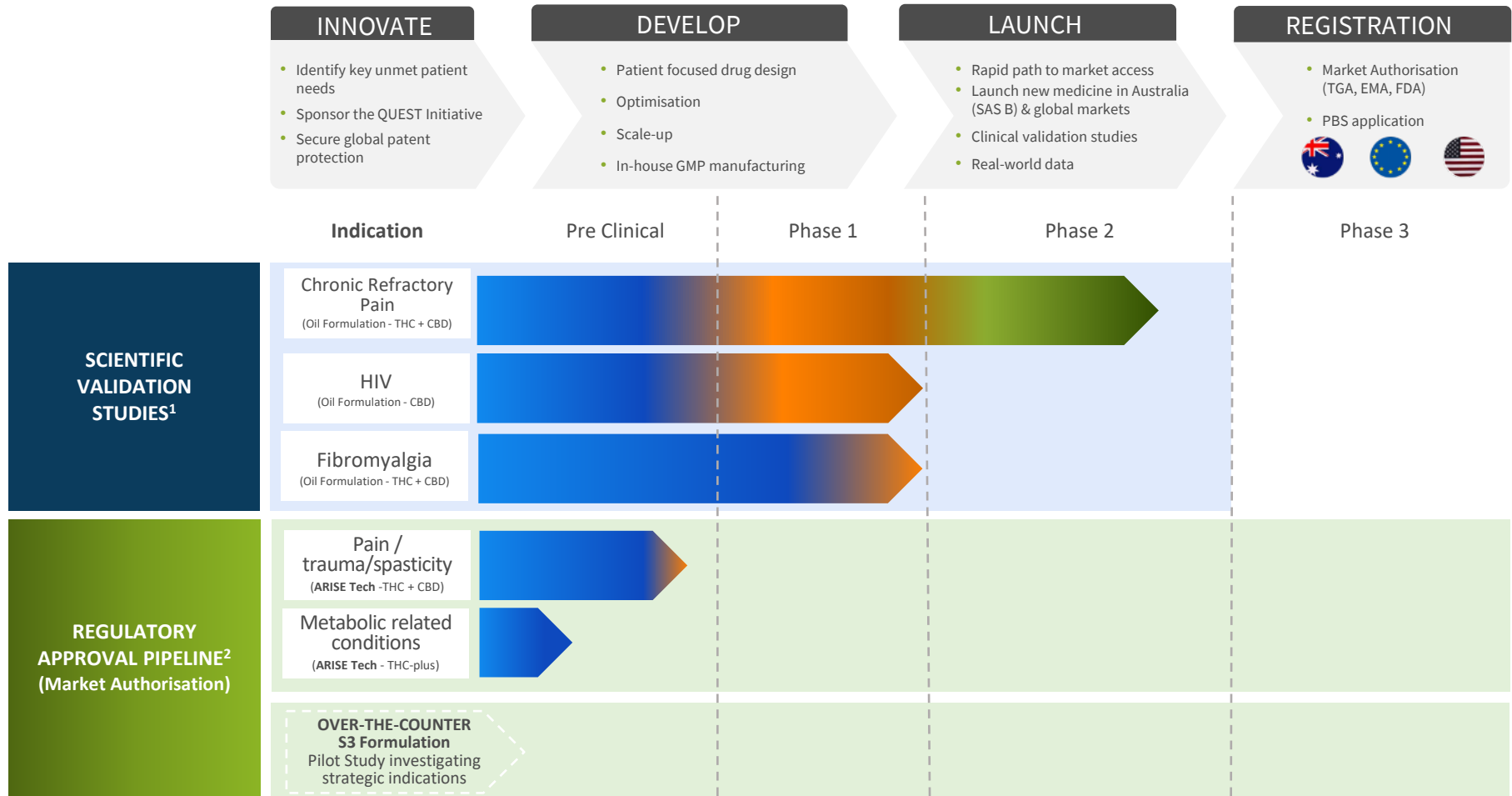


Product Line Expansion

- ✓ Full product range includes seven LGP-branded medicines



R&D Pipeline



1. Studies intended to generate new knowledge (peer reviewed publication) in terms of safety and efficacy; increase brand awareness and consumer confidence of medicinal formulations currently being prescribed to patients.
2. Clinical trials designed to meet the rigorous standards required to achieve regulatory approval and market authorisation (TGA, EMA, FDA) of strategic indications.

Cultivation & Manufacturing Capability



LGP Australia



Indoor GACP cultivation facility capacity ~3 tonnes p.a. biomass (~1.5 tonnes p.a. of dried cannabis flower)

Option to double cultivation capacity with further expansion if necessary



TGA-GMP manufacturing facility licensed to produce flower, extracts (oils), tinctures and APIs

Additional high-volume manufacturing and R&D capability with exclusive third party GMP licensed partner¹



1. LGP has an exclusive agreement with a TGA-GMP certified medicinal cannabis manufacturer who may only terminate the agreement after 22 November 2023 on 12 months' notice.

LGP Denmark



Production capacity of >20 tonnes p.a. biomass (~12 tonnes p.a. of dried cannabis flower)

- ✓ 21,500m² glasshouse house cultivation area
- ✓ 4,000m² post harvest GMP manufacturing facility including laboratory
- ✓ Plant and equipment to produce ~12 tonnes p.a. of bulk dried cannabis flower



World class cannabis cultivation and manufacturing facility

- ✓ GACP cultivation and EU-recognised GMP manufacturing
- ✓ Exported to Australia, Germany and Czech Republic



LGP Positioning

LGP is uniquely positioned to supply pharmaceutical-grade cannabis medicines across the globe

Biomass capacity	<ul style="list-style-type: none">🌿 LGP's cultivation capacity is >23 tonnes p.a. of cannabis biomass ensuring self sufficiency and long-term security of supply🌿 This capacity positions the Company to meet market demand driven by LGP's established brand and distribution channels across the world
Geographic diversification	<ul style="list-style-type: none">🌿 Two strategically located production facilities from which LGP can service Southern and Northern hemisphere markets🌿 Both facilities producing EU-GMP recognised cannabis medicines
Medicinal cannabis focus	<ul style="list-style-type: none">🌿 LGP's sole focus is pharmaceutical-grade cannabis medicines to treat a variety of medical conditions🌿 GMP production from Australia and Denmark facilities recognised as the highest quality pharmaceutical grade across target markets
Platform to penetrate international markets	<ul style="list-style-type: none">🌿 LGP's platform leverages the Company's early mover advantage and brand equity in key international markets🌿 The two locations avoid many export/import barriers and requires substantially less logistics resourcing than relying on one location🌿 Improves distribution strategy by having facilities strategically located
Access to best-practices and knowledge	<ul style="list-style-type: none">🌿 The LGP Group share best-practice cultivation, manufacturing, and pharmaceutical practices and expertise



News Flow – Making Solid Progress

Significant commercial progress as LGP executes growth strategy



- ✓ Commencement of first ethics approved large scale study
- ✓ Delivery of first flower products to Germany and oil medicines to New Zealand
- ✓ Delivery of first shipment to French trial patients
- ✓ New distribution agreements in Europe (Denmark and Poland)
- ✓ Successful application of cannabis API to ARISE technology
- ✓ Expansion of production output capabilities
-  Launch white-labelling offering from LGP Denmark
-  Execute first shipment from LGP Denmark to Australia
-  Secure offtake agreements for white-labelled medicines
-  New distribution agreements in international markets

Why LGP?

- ✓ Demonstrated lean business model
- ✓ Market opportunity and pathway to capture market share
- ✓ Confidence in LGP by overseas partners
- ✓ Capacity to deliver (vertically integrated)
- ✓ Track record of execution



Connect

PO Box 690, West Perth
Western AUSTRALIA 6872

P: +61 8 6280 0050

E: info@littlegreenpharma.com.au

W: littlegreenpharma.com

facebook.com/littlegreenpharma

linkedin.com/company/little-green-pharma

