

# ASX ANNOUNCEMENT



29 APRIL 2024

## Investor *webinar*



- Little Green Pharma Ltd (ASX: LGP, "**LGP**" or the "**Company**") is pleased to make available a recording of an investor webinar delivered by LGP's Chief Executive Officer, Paul Long
- The webinar provides an update on:
  - LGP's recently reported March quarter financial results, which included record revenue, record cash receipts, and a positive operating cashflow for FY24 of \$0.5 million; and
  - LGP's operational activities, its growth in the Australian and European markets, on new LGP products, and European market developments
- The webinar recording can be found here:
- <https://investlittlegreenpharma.com/site/investor-centre/presentations>
- A copy of the investor presentation is also attached below

**ENDS**  
**BY ORDER OF THE BOARD**

A handwritten signature in black ink, appearing to read "Alistair Warren".

**Alistair Warren**  
Company Secretary

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## About Little Green Pharma

Little Green Pharma is a global, vertically integrated and geographically diverse medicinal cannabis business with operations from cultivation and production through to manufacturing and distribution.

The Company has two global production sites for the manufacture of its own-branded and white-label ranges of GMP-grade medicinal cannabis products, being a Danish production facility with a potential nameplate capacity of over 30 tonnes of cannabis biomass per annum and a West Australia premium indoor GMP production facility specialising in premium hand-crafted cannabis strains.

Little Green Pharma products comply with all required Danish Medicines Agency and Therapeutic Goods Administration regulations and testing requirements. With a growing range of products containing differing ratios of active ingredients, Little Green Pharma supplies medical-grade cannabis products to Australian, European and overseas markets.

The Company has a strong focus on patient access in the emerging global medicinal cannabis market and is actively engaged in promoting education and outreach programs, as well as participating in clinical investigations and research projects to develop innovative new delivery systems.

For more information about Little Green Pharma go to: [www.littlegreenpharma.com](http://www.littlegreenpharma.com)

## Help us be Green

LGP investors are encouraged to go paperless and receive Company communications, notices and reports by email. This will ensure efficient communication during COVID-19 while also helping to reduce our costs and environmental footprint.

To easily update your communication preferences, visit: [www.computershare.com.au/easyupdate/lgp](http://www.computershare.com.au/easyupdate/lgp)

March 2024 Quarterly  
& Appendix 4C  
*Investor presentation*



ASX:LGP  
April 2024

The most *trusted*  
medicinal cannabis brand



# 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](http://www.asx.com.au).

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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.

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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.

# Agenda

## *Highlights*

- Summary of Quarterly highlights

## *Financial performance*

- Record revenue and cash receipts
- Positive operating cashflow
- Strong net tangible asset position

## *Updates*

- New products
- France
- Germany, Poland, UK & Switzerland
- Global Cannabis Wrap
- Reset



# Quarterly *highlights*

## HIGHLIGHTS

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Excellent quarter with record revenues and cash receipts and achievement of long-held goal of positive operating cashflow for quarter and financial year

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Company operating cashflow positive for the month of March without R&D rebate

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Strong growth in flower sales up 57% on the previous quarter predominately due to introduction of the CherryCo brand which contributed nearly \$2.0 million

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Welcome developments in Germany with early signs of strong patient uptake following legalisation

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Company extremely well positioned to take advantage of developments in Australia and Europe

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# Record revenue<sup>1</sup> & cash receipts lead to *positive operating cashflow*

## MARCH QUARTER REVENUE

▲ **\$7.3M**

~35% on previous quarter

## FY24 REVENUE

▲ **\$25.6M**

~30% on previous financial year

## MARCH QUARTER CASH RECEIPTS

▲ **\$8.1M**

~50% on previous quarter

## FY24 CASH RECEIPTS

▲ **\$26.9M**

~30% on previous financial year

- Record cash receipts of \$8.1 million, up 53% on previous quarter
- Record quarterly revenue of \$7.3 million (unaudited), up 34% on previous quarter
- Record revenue of \$25.6 million (unaudited) for FY24, up nearly 30% on previous financial year

Quarterly revenue & cash receipts (000's)



1. All revenue figures in this presentation are unaudited

# Positive net *cashflows* for *FY2024*

- Quarterly net operating cash inflows were \$4.1 million, up from previous quarter net operating cash outflow of \$1.8 million
- Significant increase in cash receipts through March quarter, with LGP receiving its \$5.0 million R&D rebate at the end of January
- Minimal change in costs given LGP’s relatively fixed cost base
- LGP finished FY24 with \$0.5 million positive operating cashflow, with month of March operating cashflow positive in own right

*Cashflow from operating activities (000's)*

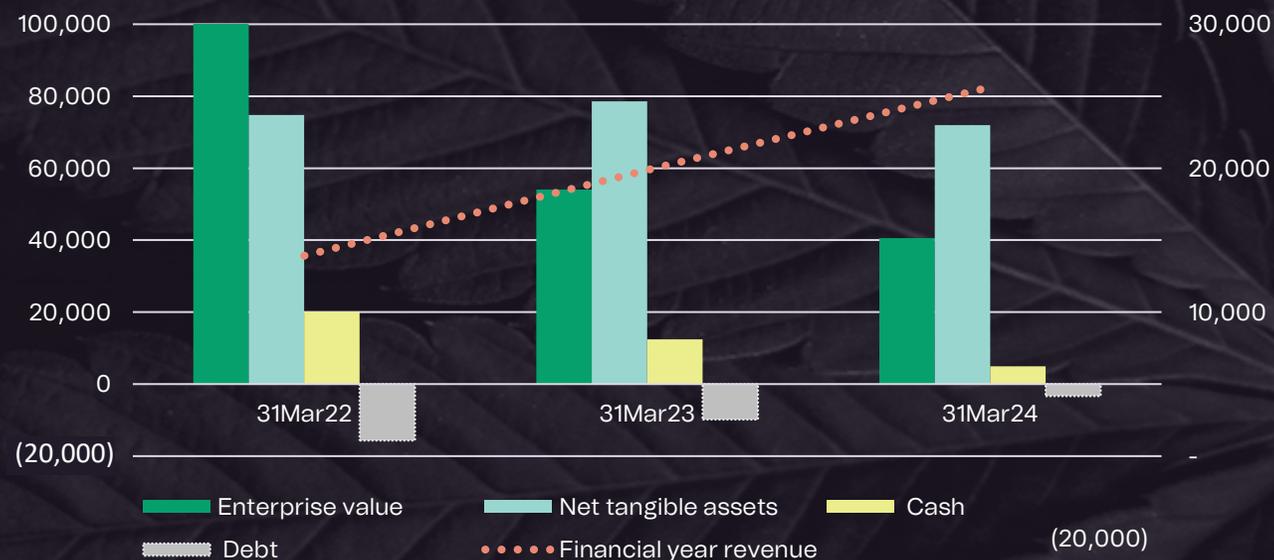


\* The R&D rebates have been averaged over the financial year to which they relate. The Company did not have a Q4 FY2022 due to the change in financial year.

# EV, NTA, cash, debt & *financial year revenue*

- Net tangible assets continue to be significantly above the Company's enterprise value
- Company's asset base includes its Danish Facility, the largest GMP medicinal cannabis facility in Europe and larger than any Australian facility
- Cash in bank of \$4.98 million at 31 March 2024 up from \$3.68 million at 31 December 2023 with comparatively minimal debt of \$3.3 million
- Strong growth in revenue<sup>1</sup> from \$13.9 million in FY22 (9 months) to \$25.6 million in FY24

EV, NTA, cash, debt & financial year revenue  
(000's)



1. All Revenue figures provided in this presentation are unaudited

# Product updates

## cherryco™

- The CherryCo *Little Buddies* range comprises six flowers featuring smaller flowers from high-quality batches but a lower price point and in a larger (15g) bag
- The CherryCo *Signature* range comprises a premium high THC Indica dominant flower (THC 26%) focusing on terpenes, flower size, and appearance
- CherryCo has contributed nearly \$2.0 million in revenue since its introduction in late December 2023, helping drive a 57% increase in flower sales and a 27% increase in total Australian sales from prior quarter



## Summer Sun

LGP launched its high THC Sativa dominant *Summer Sun* flower (THC 27%) into the Australian market late March



# France

- LGP and one other company now the sole suppliers to French patients during the nine-month post-trial transitional period
- LGP preparing marketing authorisation applications for a range of cannabis products for post-transitional period
- French cannabis marketing authorisations are akin to marketing authorisations for registered pharmaceutical products and impose rigorous pharmaceutical and manufacturing standards well above those required for unapproved medicinal cannabis products in any other territory
- France remains a significant EU opportunity for LGP given population size, LGP's first mover advantage, and the Company's material contribution to the trial<sup>1</sup>



<sup>1</sup> See ASX releases dated 7 December 2023 and 8 February 2024 for further information

## Germany

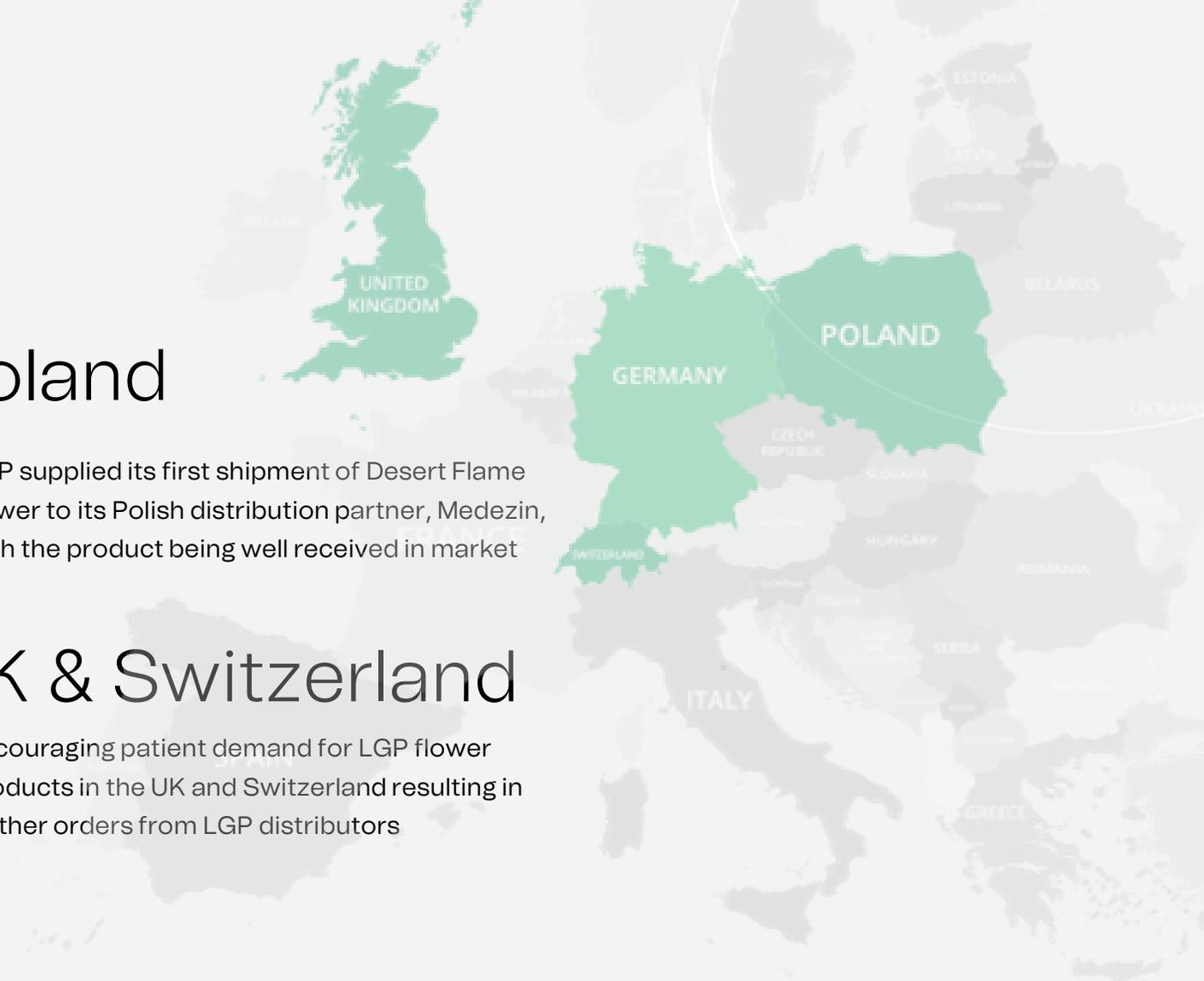
- On 1 April 2024, Germany removed cannabis from the Narcotics List
- This is probably the single biggest cannabis industry development since legalisation in Canada in 2018, and could catalyse a trend towards legalisation across Europe
- Under the new laws, limited home cultivation and personal use possession is allowed, with not-for-profit 'cannabis clubs' permitted from 1 July 2024
- The change is likely to improve the medicinal cannabis access pathways across Germany, from importation through to prescription, clinic appointments and direct-to-patient delivery, with early signs of strong patient uptake in Germany now that cannabis has been legalised

## Poland

- LGP supplied its first shipment of Desert Flame flower to its Polish distribution partner, Medezin, with the product being well received in market

## UK & Switzerland

- Encouraging patient demand for LGP flower products in the UK and Switzerland resulting in further orders from LGP distributors



# reset

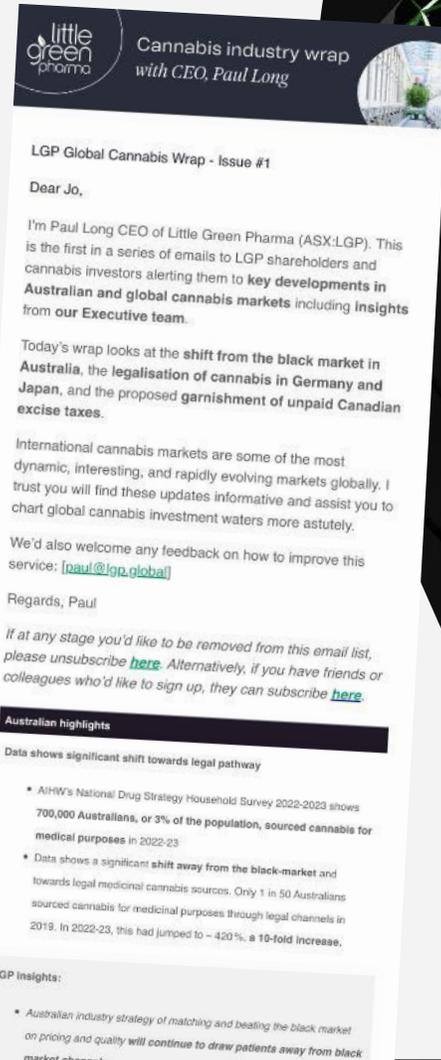
MIND SCIENCES *update*

- In February, Reset Mind Sciences withdrew its offer under its Prospectus following AIM decision that UK funds cannot invest in Reset given its Psychedelic Assisted Psychotherapy (**PAP**) activities and that Reset is not currently capable of listing on a UK stock exchange
- LGP continues to progress its globally leading psychedelics business
- Clinical trial recruitment progressing well with 10 participants enrolled and two dosing sessions conducted giving Reset a significant first mover advantage given the limited number of trials currently underway
- Reset's mental health clinic fit-out completed and ready to commence operations



# LGP Global Cannabis *Wrap*

- In April, LGP released its inaugural *LGP Global Cannabis Wrap* providing LGP shareholders and investors with insights on regulatory and other key developments in global cannabis markets
- Investors interested in receiving the inaugural *LGP Global Cannabis Wrap* can contact LGP's Company Secretary at [Cosec@lgp.global](mailto:Cosec@lgp.global) and subscribe for future Wraps here: <https://investlittlegreenpharma.com/site/contact/newsletter-sign-up>



# Corporate *Overview*

## Capital Structure

Current Share Price <sup>1</sup>	\$0.14
Shares Outstanding <sup>1</sup>	~302 million
Options and Performance Rights on Issue <sup>2</sup>	~42.9 million
Market Capitalisation (undiluted)	~\$42.3 million
Cash Reserves (31 March 2024)	~\$5.0 million
Long Term Debt (31 March 2024)	~\$3.3 million

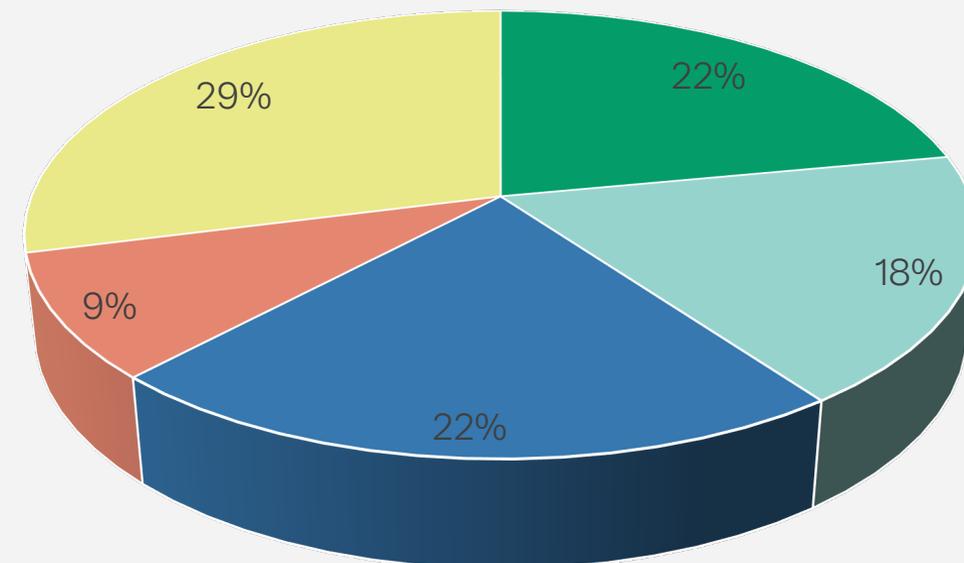
## Substantial Shareholders

Shareholder	Shareholding	Ownership
TIGA TRADING PTY LTD (THORNEY INVESTMENTS)	33.3m	11.1%
HANCOCK PROSPECTING PTY LTD	26.7m	8.9%
MS FLETA JENNIFER SOLOMON	21.8m	7.2%
Top 20 shareholders	149.1m	49.4%
Board ownership	36.7m	12.1%

1. As at 19 April 2024

2. Comprising 25.46 million options exercisable at \$0.25 each, expiring July 2024 and 17.5 million performance rights with various terms and conditions

## Shareholder Structure



- Employees and directors
- Institutions
- Private stakeholders
- Corporate stakeholders
- Other

Thank you

