

## ASX ANNOUNCEMENT

8 FEBRUARY 2024

# Investor Webinar *Invitation*



- Little Green Pharma Ltd (ASX: LGP, "LGP" or the "**Company**") is pleased to invite shareholders to attend an investor webinar presentation to be held at 11am AWST / 2pm AEDT today, Thursday 8th February 2024
- The presentation, which will be delivered by Chief Executive Officer Paul Long, will provide an overview of the Company's recently reported December quarter financial results
- In addition, Mr Long will provide an update on LGP's operational activities, including the Company's continued expansion into European markets, its enhanced growth within the Australian market – bolstered by the launch of new brand CherryCo – as well as an update on European and US markets
- The webinar will be held via Zoom and will provide attendees the opportunity to submit questions via a moderated Q&A session following the formal presentation
- To register for the webinar, please visit:

[https://us02web.zoom.us/webinar/register/WN\\_PbhBg1RiS2qKN9kMHWcxsw](https://us02web.zoom.us/webinar/register/WN_PbhBg1RiS2qKN9kMHWcxsw)

A recorded copy of the webinar will be made available on Little Green Pharma's website following the event with a copy of the presentation to be delivered during the webinar attached below

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

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

**Alistair Warren**  
Company Secretary

For further information please contact:

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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)

December 2023 Quarterly &  
Appendix 4C  
*Investor presentation*



ASX:LGP  
February 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).

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

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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.

## 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.

# Agenda

## *Financial performance*

- Revenue and cash receipts
- \$5.0 million R&D rebate
- Net tangible assets
- Net cashflows from operations

## *New products*

- Launch of CherryCo brand

## *Updates*

- France
- Germany
- United States
- Reset



# Revenue & cash receipts

DEC 2023 QUARTER REVENUE<sup>1</sup>

**\$5.4M**

▼ 13% on previous quarter

YEAR-TO-DATE REVENUE

**\$18.1M**

▲ 25% on comparative period

DEC 2023 QUARTER CASH RECEIPTS

**\$5.3M**

▼ 20% on previous quarter

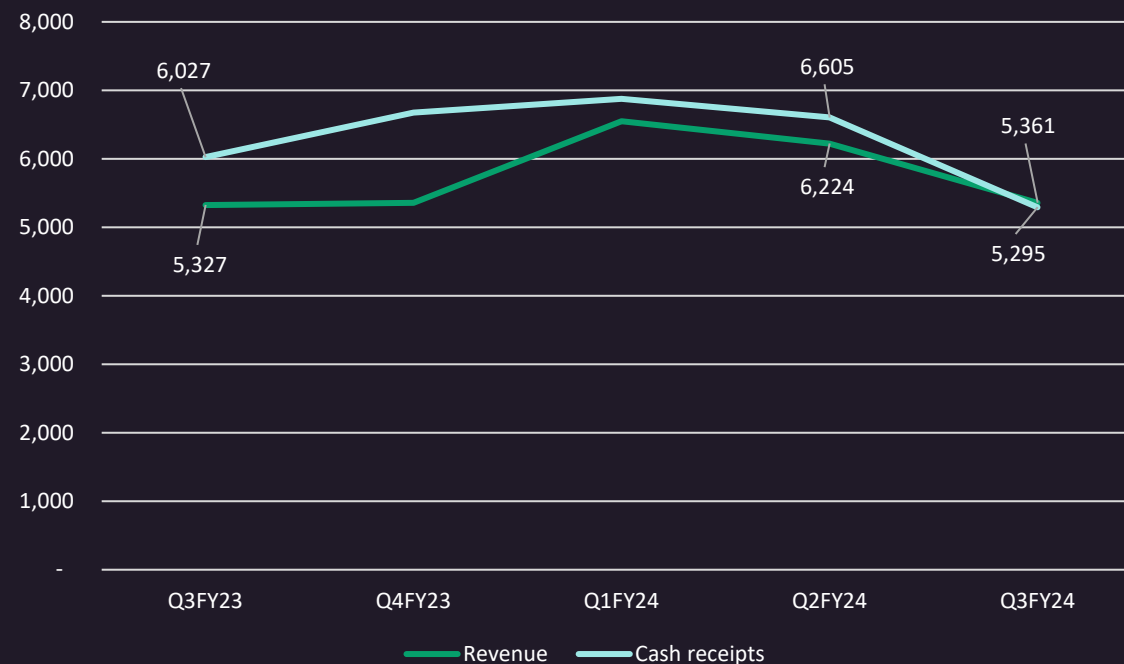
YEAR-TO-DATE CASH RECEIPTS

**\$18.8M**

▲ 33% on comparative period

- Fall in quarterly revenue due to oils stock outage in October and November caused by input supplier delays and no white label sales to European customers due to ordering cycles over the holiday period
- Oil sales recovered to pre-stockout levels in December with LGP already having received ~\$1.0 million in white label sales orders for the March 2024 quarter
- Majority of \$1.0 million of overdue receivables collected in January
- First sales into Switzerland, pathfinder shipment to Italian distributor, first LGP Denmark shipment to UK, and import permit received for Poland

Quarterly revenue & cash receipts (000's)



1. All revenue figures in this presentation are unaudited

## *\$5 million* R&D rebate

- On 31 January 2024 the Company received its \$5.0 million R&D rebate
- The Company had previously factored the rebate with Radium Capital leaving a balance of \$2.8 million

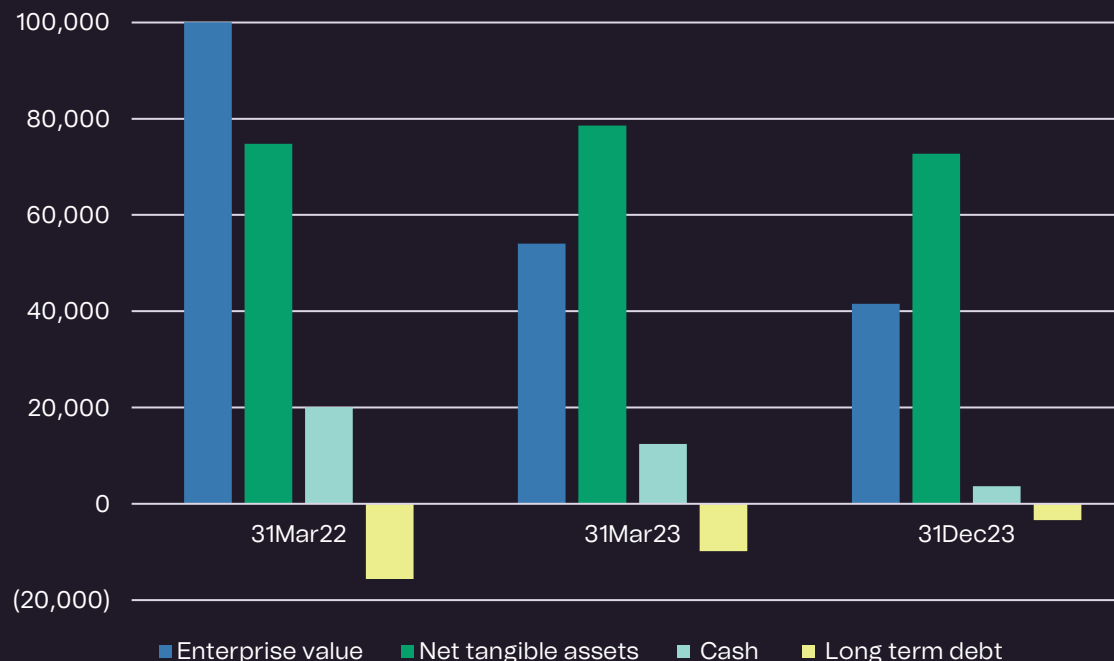


- The R&D rebate reflects the significant expenditure LGP has invested in its multi-faceted R&D program in FY2023, including:
  - developing one of the largest genetic ranges in the Australian and EU markets
  - sponsoring the highly successful QUEST Initiative which was the largest Quality of Life Study globally demonstrating clinically meaningful impacts in a range of indications
  - continuing as leading supplier to the French Pilot program which has directly resulted in the opening of the French market
  - contributing to various peer-reviewed journal articles for the benefit of prescribers and providing in-kind product contributions to multiple University-led studies around Australia to help further both LGP and the Australian industry

# Net tangible assets

- 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
- Danish Facility purchased for C\$20 million with original construction cost of C\$120 million and debt-free
- 31 December 2023 cash in bank \$3.7 million with net R&D rebate of \$2.8 million received in February 2024 and reduction in long term debt to \$3.4 million since 31 March 2023

*Enterprise value, net tangible assets, cash & long-term debt (000's)*



1. All Revenue figures provided in this presentation are unaudited



# Net cashflows *from operations*

- Product manufacturing and operating costs down 20% compared to previous quarter in part due to lower sales and therefore distribution costs
- Cash receipts were down due to lower sales compounded by late collection of \$1.0 million of overdue receivables



\* The R&D rebates have been averaged over the financial year to which they relate (the Company has lodged an R&D rebate claim of \$5.5 million relating to expenditure incurred during the 31 March 2023 financial year) and since inception, LGP has incurred \$2 million in costs associated with Reset which is in the process of being demerged. The Company did not have a Q4 FY2022 due to the change in financial year.

# Launch of *CherryCo*

- CherryCo brand launched in late December 2023
- Flower sales represent over 75% of the Australian market
- With CherryCo, LGP now has second largest flower portfolio in Australia
- LGP in strong position to take advantage of market any future rationalisation and consolidation

## *Little Buddies* range

- Three affordable high THC Indica and Sativa flower products (THC 18% and 22%) in larger bag sizes. A further three high THC Indica and Sativa flower products (THC 18% and 26%) anticipated for second half of February 2024
- Over Christmas period and throughout January 2024, sales of Little Buddies were very strong making it one of LGP's top performing flower products

## *Signature* range

- Premium high THC Indica dominant flower product (THC 26%) focusing on terpenes, flower size, appearance, and THC content
- Signature range launched 1 February with very strong sales to date



Say hello to  
**cherryco**™

# Update on *France*

France represents one of the largest potential medicinal cannabis markets in Europe

LGP has significant first-mover opportunity as the largest of only three primary suppliers to a government-backed Pilot study

December 2023 marked a decisive turning point with the signing of an Amendment supporting the post-Pilot supply of medicinal cannabis from March 2024<sup>1</sup>

The Amendment confirms up to a 9-month transitional period (“Transitional Period”) followed by a bespoke, subsidised public access regime for an indefinite period (“Supply Authorisation Period”)

During the Transitional Period, only LGP and the two other primary suppliers engaged in the Pilot program will be entitled to supply patients.

Appointment of a new Minister of the French Ministry of Health and associated team historically supportive of medical cannabis, which has been very positively received by Pilot suppliers and patient advocacy groups



<sup>1</sup>Refer to ASX announcement dated 7 December 2023

# Update on *Germany*

Germany's ruling 'Traffic Light' coalition has resolved internal disagreements over planned cannabis legalization bill, with new laws anticipated to take effect on 1 April 2024

The new laws would:

- remove cannabis from list of banned substances under *Narcotics Act*
- permit home cultivation and possession of personal use quantities of cannabis
- permit the non-commercial cultivation and sale of cannabis in limited quantities through cannabis clubs

## How LGP is positioned in Germany

- Bespoke, high-value white label sales model
- Long-standing distribution partnerships in Germany
- Substantial bank of marketable genetics less than two hours from the German border

Removal of cannabis from *Narcotics Act* would significantly improve market accessibility through the following changes:

- more efficient cannabis import processing
- a significantly simplified prescription process and move away from hardcopy to e-scripts
- no narcotic reporting resulting in faster order processing
- greater stock volumes able to be held in pharmacy given reduced secure storage requirements
- changing societal attitudes towards medicinal cannabis and broader social acceptance to drive new patient interest and consumption

# Update on the *United States*

- Since listing, LGP's share price has essentially mirrored the share prices of the North American cannabis companies as can be seen by the MJ ETF ("US ETF to target the global cannabis industry") and the MSOS ETF ("ETF with dedicated cannabis exposure focusing exclusively on U.S. companies, including multi-state operators") graph below



- In early January 2024, the HHS recommended to the DEA that cannabis be rescheduled from a Schedule 1 to Schedule 3 drug (alongside other drugs such as steroids, testosterone and codeine) and expressly acknowledged cannabis's effectiveness in treating a wide range of medical conditions
- If adopted the recommended rescheduling will have significant implications for the US cannabis market, including the removal of Section 280E1 and the sector access to more institutional investment involvement.
- The likely flow-on effects include a re-rating of all Australian medicinal cannabis companies including LGP
- Company also reviewing implications of change for importation of medicinal cannabis into US

<sup>1</sup>280E of the Internal Revenue Code prohibits businesses from deducting otherwise established business expenses from gross income associated with the "trafficking" of Schedule I or II substances, as defined by the Controlled Substances Act.



Reset is a 100%-owned subsidiary of Little Green Pharma at the forefront of the development of the psychedelics industry in Australia

Demerger of Reset underway with a Priority Offer for LGP shareholders as well as a Public Offer currently open until 20 February 2024

For further information / FAQs, please refer to the LGP investor website:

<https://investlittlegreenpharma.com/site/investor-centre/investor-welcome>

## *Production*

Cultivation of psilocybin mushrooms successfully commenced in 2023 at a specialised mushroom cultivation facility co-located with LGP's South West facility. Current harvest used for chemical / physical analysis, extraction method testing and inhouse process testing.

## *Clinical trial*

A Reset-sponsored Western Australian psilocybin clinical trial has been launched at a site within the Harry Perkins Institute of Medical Research in Perth. The trial will use psilocybin assisted psychotherapy for Treatment Resistant Depression.

## *Mental health clinic*

Reset is developing a mental health clinic with a long-term lease secured in a Perth-based medical precinct. Fit-out of Reset Clinic on track to be completed in the coming quarter.

# Corporate Overview

## Capital Structure

Current Share Price <sup>1</sup>	\$0.14
Shares Outstanding <sup>1</sup>	~300 million
Options and Performance Rights on Issue <sup>2</sup>	~40.8 million
Market Capitalisation (undiluted)	~\$42 million
Cash Reserves (31 December 2023)	\$3.6 million
Long Term Debt (31 December 2023)	~\$3.4 million

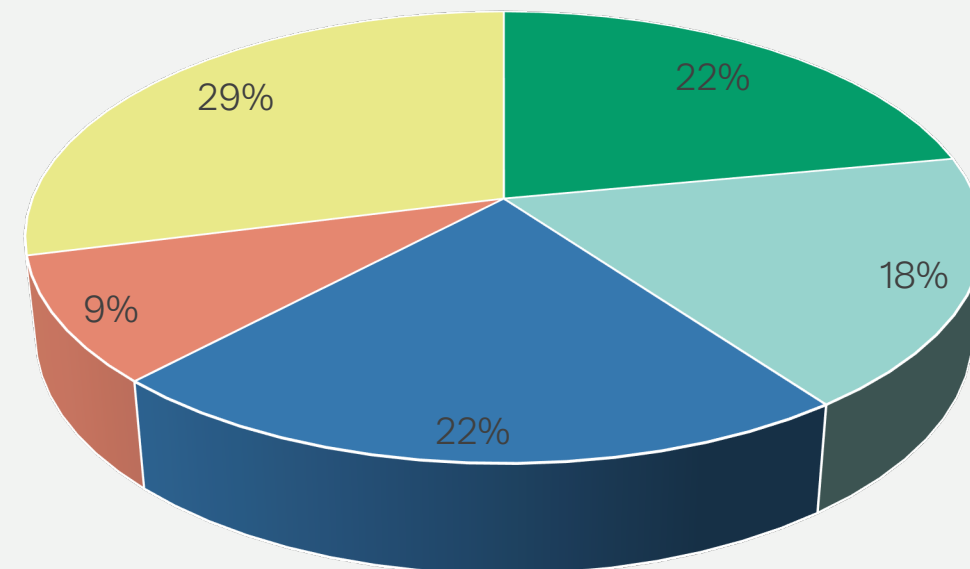
## Substantial Shareholders

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	21.5m	7.2%
Top 20 shareholders	149.2m	49.7%
Board ownership	36.2m	12.1%

1. As at 6 February 2024

2. Comprising 25.46 million options exercisable at \$0.25 each, expiring July 2024 and 13.3 million performance rights with various terms and conditions

## Shareholder Structure



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

Thank you

