



ASX:LGP
August 2023

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.

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.



Little Green Pharma is *Different*

Trusted brand and unique position as a vertically integrated company strategically located across continents

Setting new standards of excellence with GMP cannabis production facilities in Australia and Denmark

First movers in the industry being the first producer in Australia and the first to export

Research driven, developing innovative formulations and delivery methods that cater to unmet patient needs

Conducting the most extensive longitudinal study in the world examining cannabinoid therapy benefits for patients with chronic medical conditions

Committed to achieving cash flow breakeven in the near-term as we move closer to becoming profitable

We're proud to be Little Green Pharma, driven by our mission to make a significant impact on the lives of our patients now and in the future



Market *Analysis*



Market Analysis | *Australia*

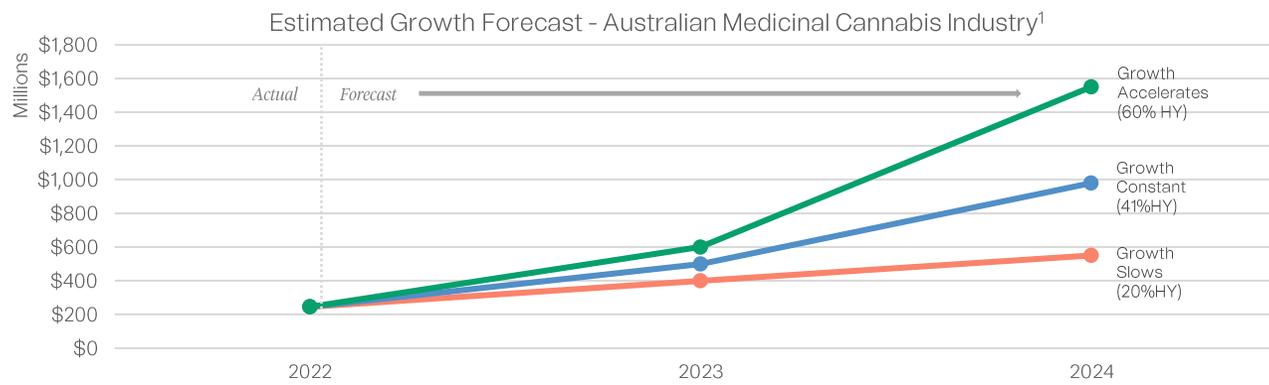
During 2022, an estimated total of 1.7 million units of medicinal cannabis products were dispensed with an estimated retail value of \$245m¹

Consistent with previous trends, the primary reasons for prescribing medicinal cannabis were chronic pain (42%), anxiety (33%), and sleep disorders (9%). These conditions accounted for the majority of prescriptions issued by healthcare professionals²

Approximately 2.5% of the Australian population have already accessed medicinal cannabis

There are currently nearly 600 medicinal cannabis products in the Australian market

LGP is dominating the oil market with the top selling products in Categories 1 (high CBD) and 3 (balanced), and the second top selling product in Category 4 (THC dominant)



1. Australia lacks accurate data so retail value has been estimated by Penington Institute May 2023; <https://www.youtube.com/watch?v=3FtzL4QerCM>
2. Cannabiz 2023

Market Analysis | *Europe*

The spotlight in the global medicinal cannabis industry is firmly on Europe, with its potential to become the world's largest market

At a global level, Europe stands out as the leading destination for medical cannabis exports, with a few key markets relying heavily on imports to meet their demand for medical cannabis products

The global medicinal cannabis industry is experiencing remarkable growth, fuelled by the increasing legalisation of cannabis, expanding medical applications, and a rising demand for alternative treatments. This burgeoning sector has emerged as a promising force within the healthcare and pharmaceutical industry

The European medical cannabis industry is set to achieve significant milestones, with projected sales of over €516 million by the end of 2023¹

1. Source: [The European Cannabis Report, 8th Edition, 2023 \(prohibitionpartners.com\)](https://prohibitionpartners.com)



LGP Denmark:
in a league of its own





LGP *Denmark:*

- This high-tech, world-class medicinal cannabis production facility is capable of producing up to 30 tonnes p.a. of biomass:
 - 21,500m² glasshouse cultivation area
 - 4,000m² post harvest GMP manufacturing facility
 - 310m² GMP testing laboratory
 - 800m² plant and equipment room
- Purchased for \$20m (compared to \$120m spent to build the facility)
- Likely the largest medicinal cannabis production facility in Europe and Australia producing EU-GMP compliant medicinal cannabis flower
- LGP's Net Tangible Assets are higher than its current market capitalisation due to buying the facility at a bargain price
- 100% pesticide free – no pesticides can be used under Danish legislation
- It's ready for growth – can be ramped up to achieve economies of scale





Danish Greenhouse *Specifications:*

- ✓ 6,000 amps of power
- ✓ 75,000 meters of power cable
- ✓ 576 x 10 cubic meter loads of concrete
- ✓ 80,000 square meters of fabric
- ✓ 43,000 meters of steel wire
- ✓ 52,500 meters of thin steel wire
- ✓ 2,400,000 watts of light
- ✓ 30,000 meters of irrigation pipes
- ✓ 45,000 meters of heating pipes
- ✓ 25,000 meters of plant gutters
- ✓ 25,000 working hours

The Industry is Consolidating, *LGP has already done it*



LGP is a multi-national, vertically integrated medicinal cannabis company which means we have complete control across the entire supply chain. While our peers focus on one or two segments of the value chain, LGP covers the field:



Multi-National
Cultivation &
Production



GMP
Manufacturing



GMP Testing
Laboratory



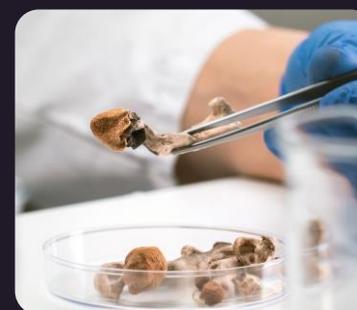
Research &
Development



Sales &
Distribution



Leading
Psychedelics
Business



Growth Strategy

LGP's core strategy remains unchanged: build sales, leverage manufacturing expertise and capacity to unlock high-value markets and innovate products for short-term gains and long-term growth.

With a well-established growth strategy, LGP aims to enhance margins and drive substantial revenue expansion in Australia and Europe. The company's commitment to this approach is evident through its sales growth and strategic presence in key long-term markets like Australia, Germany, France, Italy and Poland

LGP's vertically integrated structure is fully equipped to serve emerging markets, with a primary focus on sales, as more countries legalise medicinal cannabis.

1

Patient acquisition in operating jurisdictions



2

Clear pathway to international sales through EU positioning



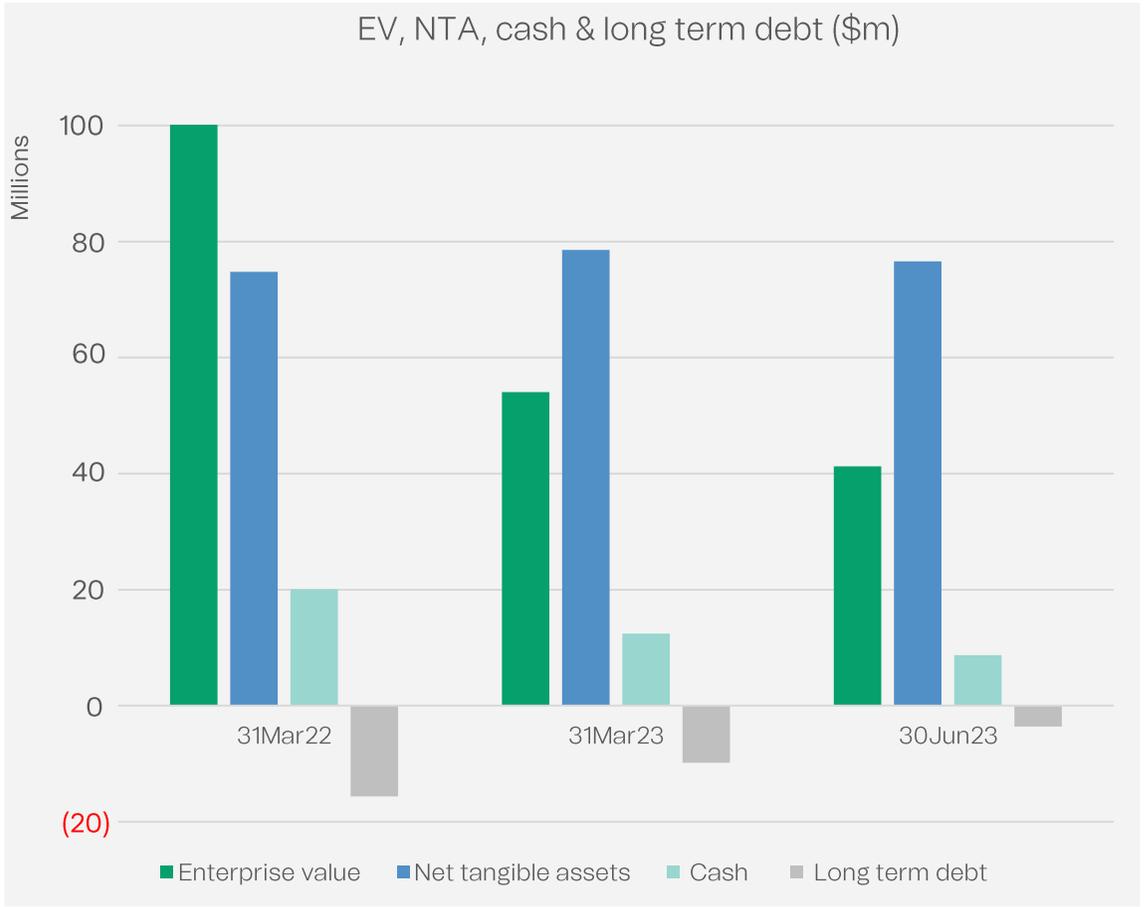
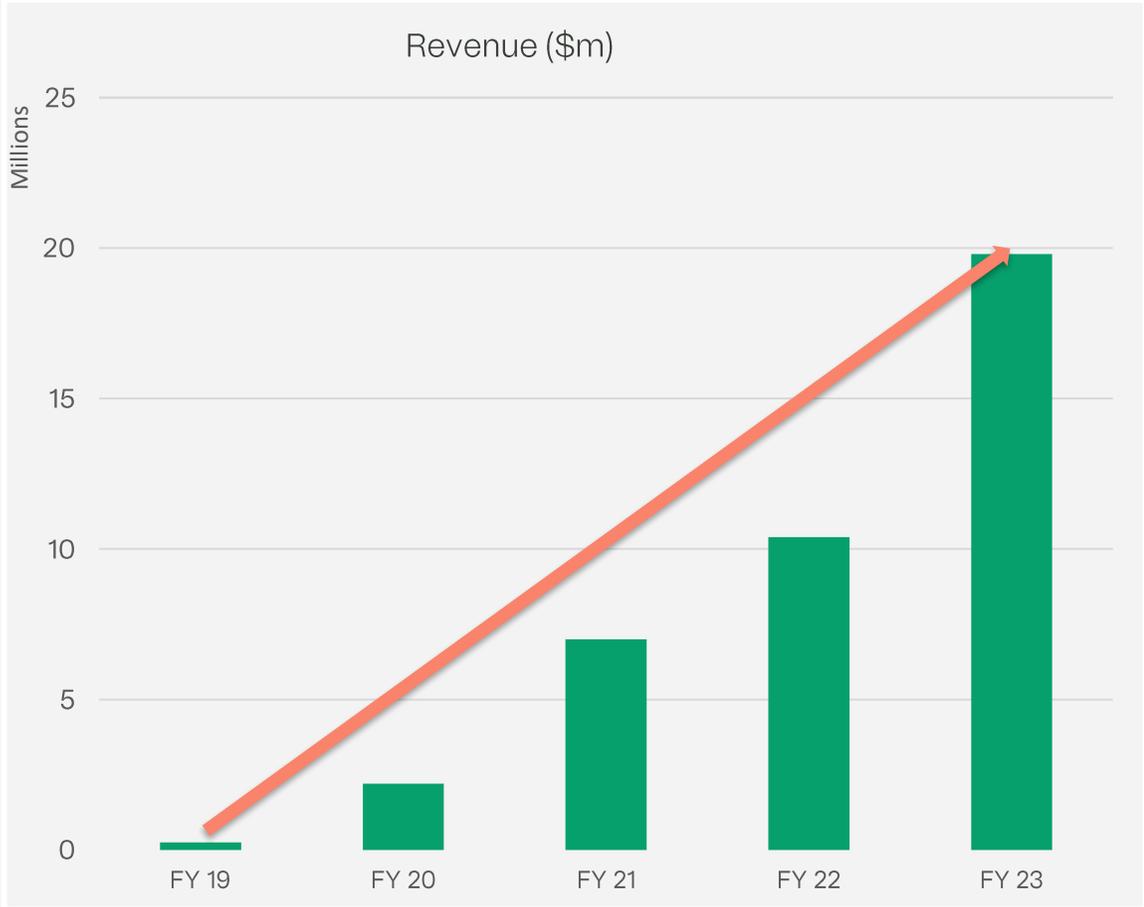
3

Conduct research and develop unique formulations and drug delivery methods



Demonstrated *Growth* and Tangible *Value*

Solid sales track record with year-on-year growth and value improvement ^{1,2}

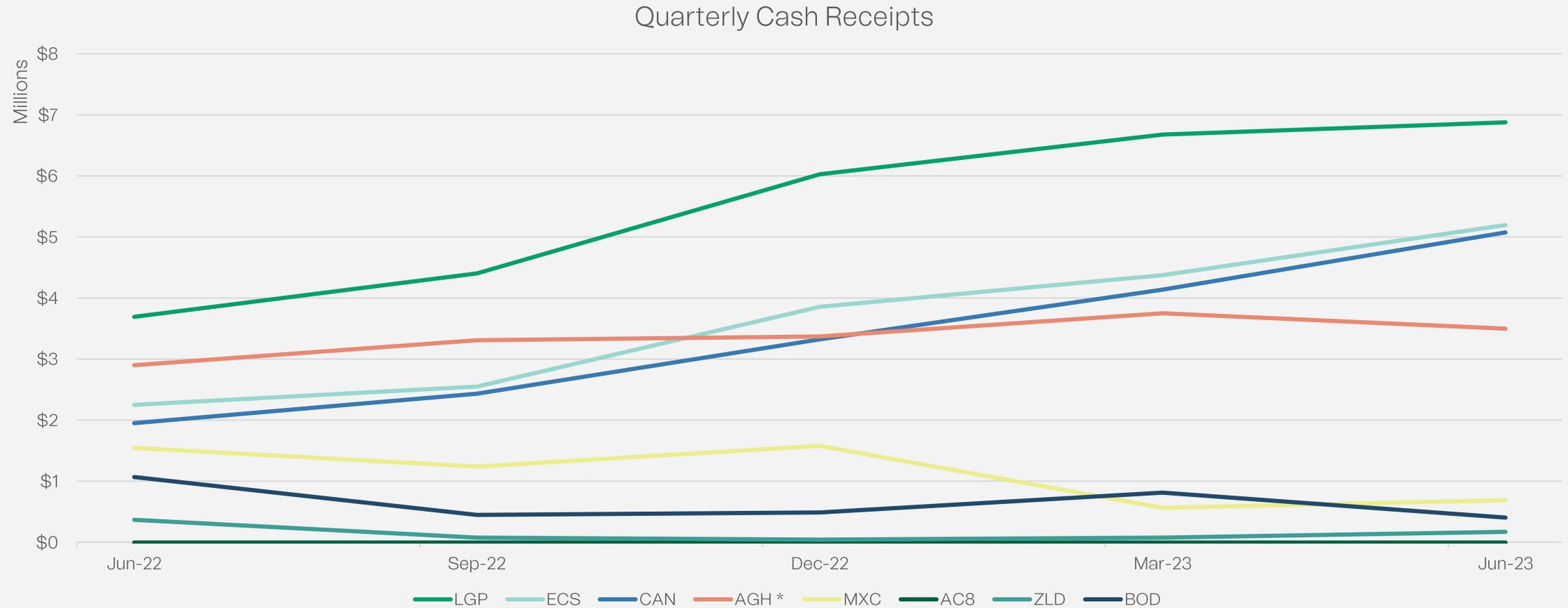


¹ The graphs in this document are unaudited and reflective of past performance data only. Investors should not consider past performance to be indicative of future performance

² FY2022 was a 9-month financial period

Industry Comparison

Comparative quarterly cash receipts for medicinal cannabis sales of ASX listed companies over a 12-month period¹



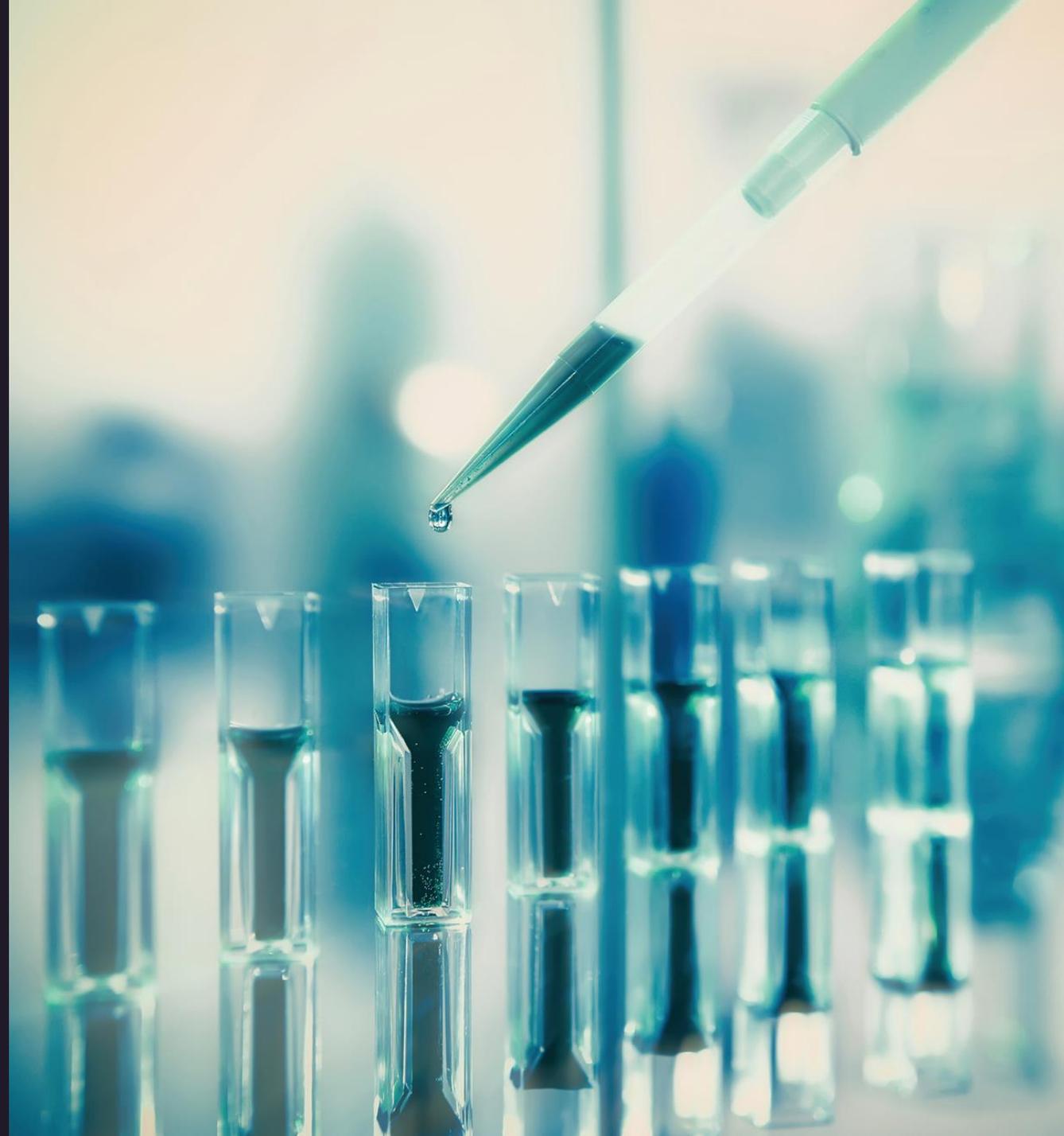
1. Source for all quarterly cashflow data reported is the relevant ASX Quarterly Activities and Cashflow Report (unaudited) for each quarterly period presented, taken from each company's ASX announcement page

* Accounts for medicinal cannabis sales only (i.e. excludes recreational sales in North America)

Our *Focus*

The medicinal cannabis industry is a big market and in its infancy. We want to grow quickly and gain market share.

We are fully committed to achieving cash flow breakeven in the near-term as we move closer to becoming profitable.

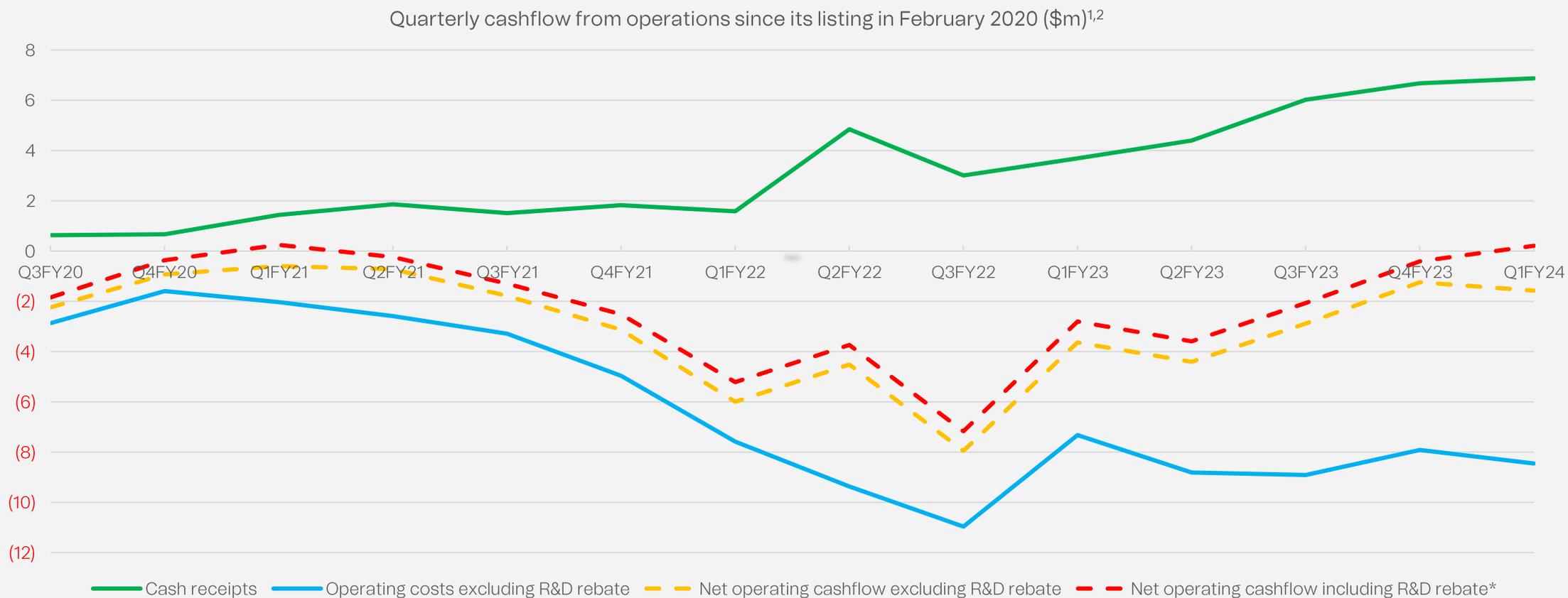


Pathway to *Profitability*



Approaching *Cashflow Breakeven*

Our attention is firmly on achieving cashflow breakeven as we move towards profitability



1. With the company's change in year end from 30 June to 31 March in financial year 2022, Q1FY22 corresponds to the 30 June 2022.
 2. The R&D rebates have been averaged over the financial year to which they relate (the Company recognised an R&D rebate receivable of \$3.2 million at 31 March 2023 relating to Australian expenditure incurred during the 31 March 2023 financial year). The Company did not have a Q4 FY2022 due to the change in financial year.

Pathway to *Profitability*

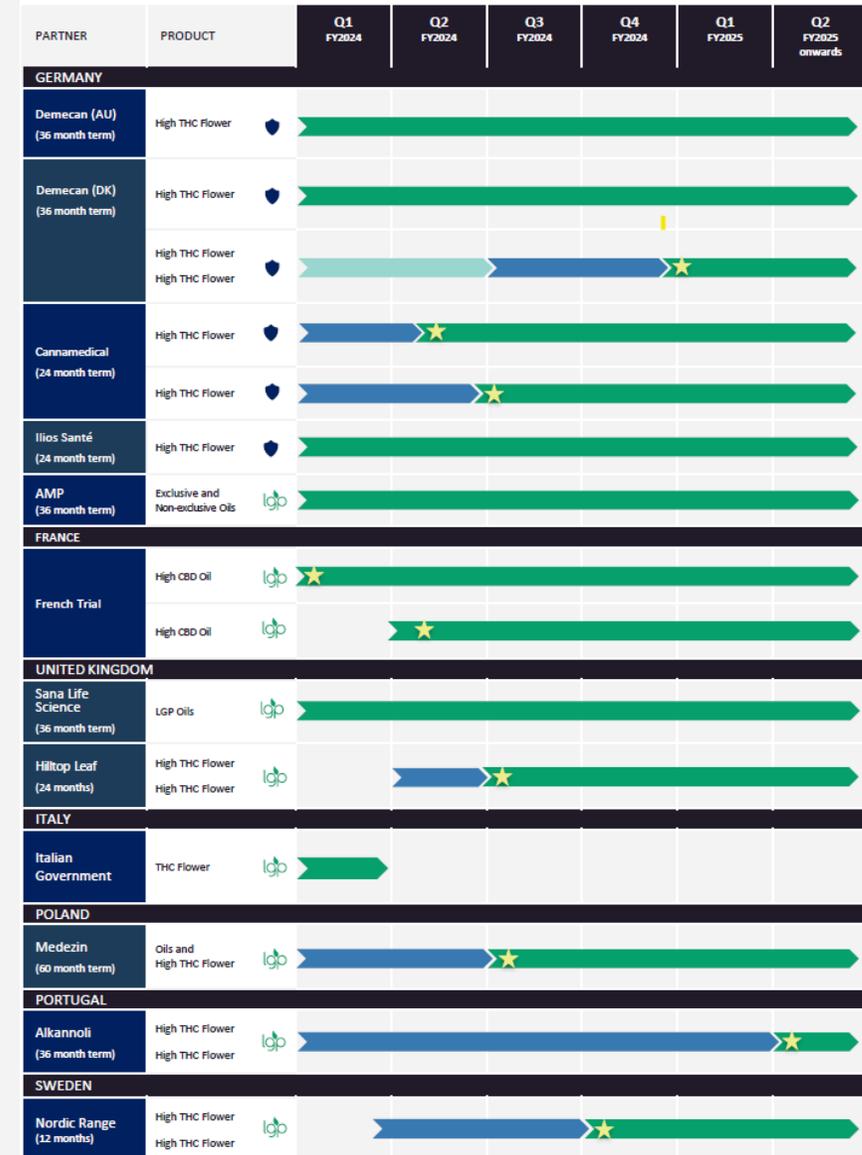
Amidst casualties and consolidations in the competitive medicinal cannabis industry worldwide, there are rewards for those who survive. The prize will belong to companies capable of meeting the ongoing demand for high-quality products at reasonable prices

LGP will be one of those companies

Our focus is on increasing market share in Australia (one of the fastest growing medicinal cannabis industries) and selected European countries with high barriers to entry and high potential (France, Germany, Italy, Poland)

European sales pipeline

Many of LGP's European contracts require the purchase of minimum quantities to maintain product exclusivity in the territory, however no damages are payable if these minimum quantities are not ordered. For contracts with strain development conditions, customer acceptance of developed strain is required.



KEY: Target development date, Target licensing Date, Target first shipment, Target sales period, White label products, LGP branded products

^a Assumes satisfaction of conditions precedent and achievement of minimum exclusivity purchase or minimum annual quantity commitments over full delivery period. Exchange rates AUD:EUR 1:0.61 and AUD:GBP 1:0.53

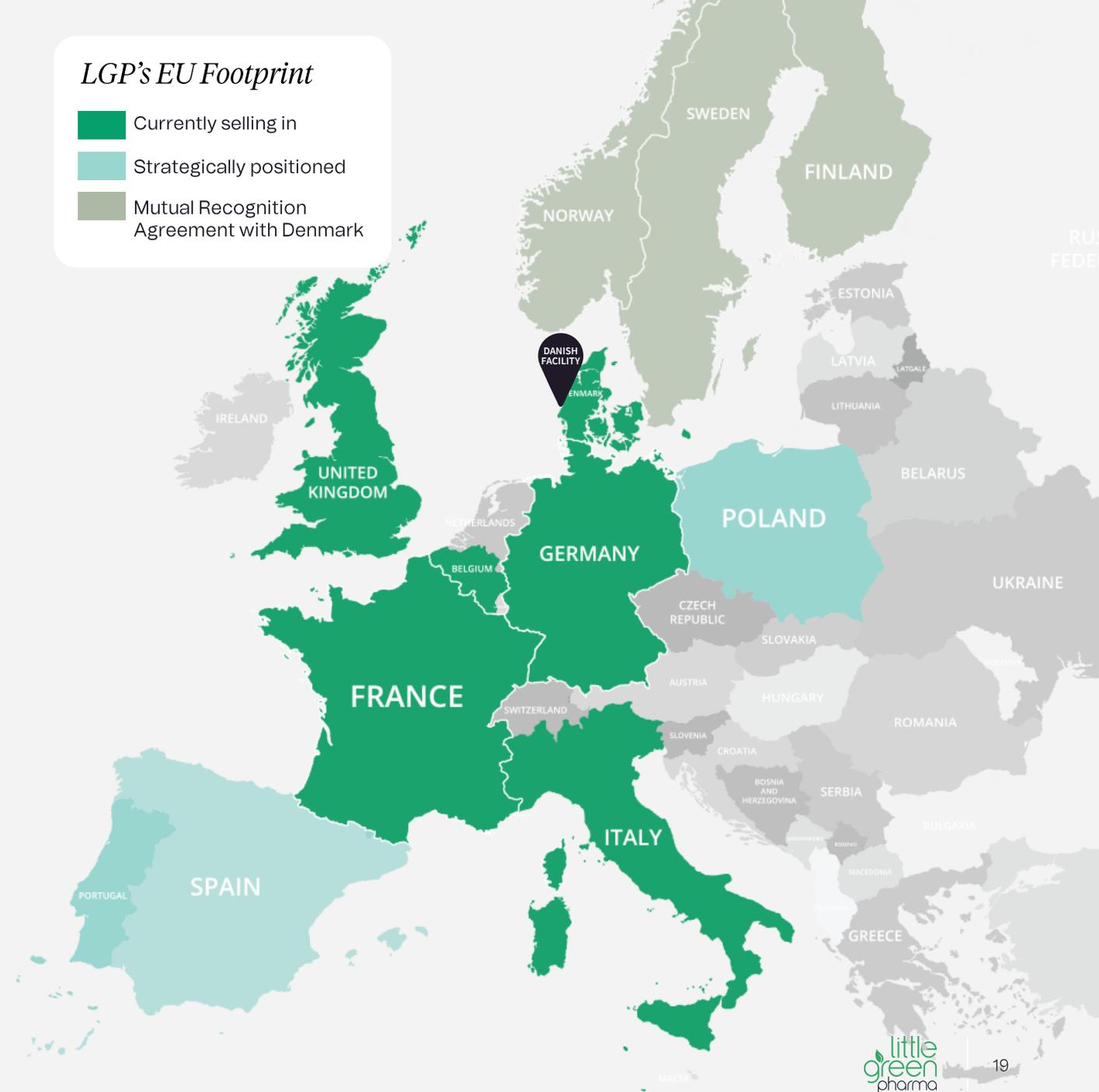
All Eyes on *Europe*

Europe holds the spotlight in the global medicinal cannabis industry due to its potential to become the largest market in the world

Boasting the largest cannabis production facility in Europe, LGP remains a frontrunner in the European industry

LGP's influence extends far and wide thanks to an extensive distribution partner network that spans across nine European countries

Through these well-established supply arrangements, the company has access to ~380 million people, representing around 75% of EU citizens





“We believe the EU medical market has great potential. Recent updates in the EU out of Germany and the Czech Republic suggest to us we could be reaching a critical inflection point for the EU cannabis market, and potentially on the cusp of seeing meaningful acceleration and change over the next couple of years.”

Owen Bennett, Equity Analyst, JEFFERIES | 11 August 2023

Germany – 83m people

What's happening

- Current medicinal cannabis market status¹:
 - ~€270m; ~13 tonnes p/a
 - ~50% flower; 35% extracts; 15% Sativex and Epidiolex
- LGP currently delivering into three sales agreements with the biggest independent distributors in Germany
- Draft bill proposes to exclude cannabis from narcotic regulations meaning more streamlined and easier access for German patients

How LGP is positioned

- Bespoke, high-value white label model
- LGP has developed substantial bank of marketable genetics less than two hours from the German border
- Company anticipates further sales agreements into the German market with new genetics



1. Cantor Fitzgerald Research, 22 August 2022

France – 67m people

What's happening

- Government-led medicinal cannabis trial underway since March 2021 and extended a further year to March 2024
- LGP awarded third year tenders to supply 1:20 CBD and CBD50 oils with a supply price of \$23 and \$72 per unit respectively
- LGP the largest supplier of four primary suppliers having sent ~70,000 units to France to date
- Medicinal cannabis legislation expected to catalyse after completion of trial

How LGP is positioned

- LGP is the largest provider into the Government led trial with 80% of existing patients
- LGP the most trusted brand for doctors
- Government expected to subsidise existing LGP patients
- Very high barrier to entry



Italy – 60m people

What's happening

- Italian Government tenders are the main pathway into Italy for flower products
- These tenders impose some of the highest GMP product quality standards globally and require EU-produced medicine
- Only 3 suppliers, including LGP, have supplied the Government through the tender process
- In February 2022, LGP won and supplied the Government with flower from its Danish facility

How LGP is positioned

- EU-GMP recognised Danish facility located in Europe
- LGP set to capitalise on its brand equity and first mover advantage
- Very high barrier to entry
- More tenders expected soon



Research, Development & *Innovation*



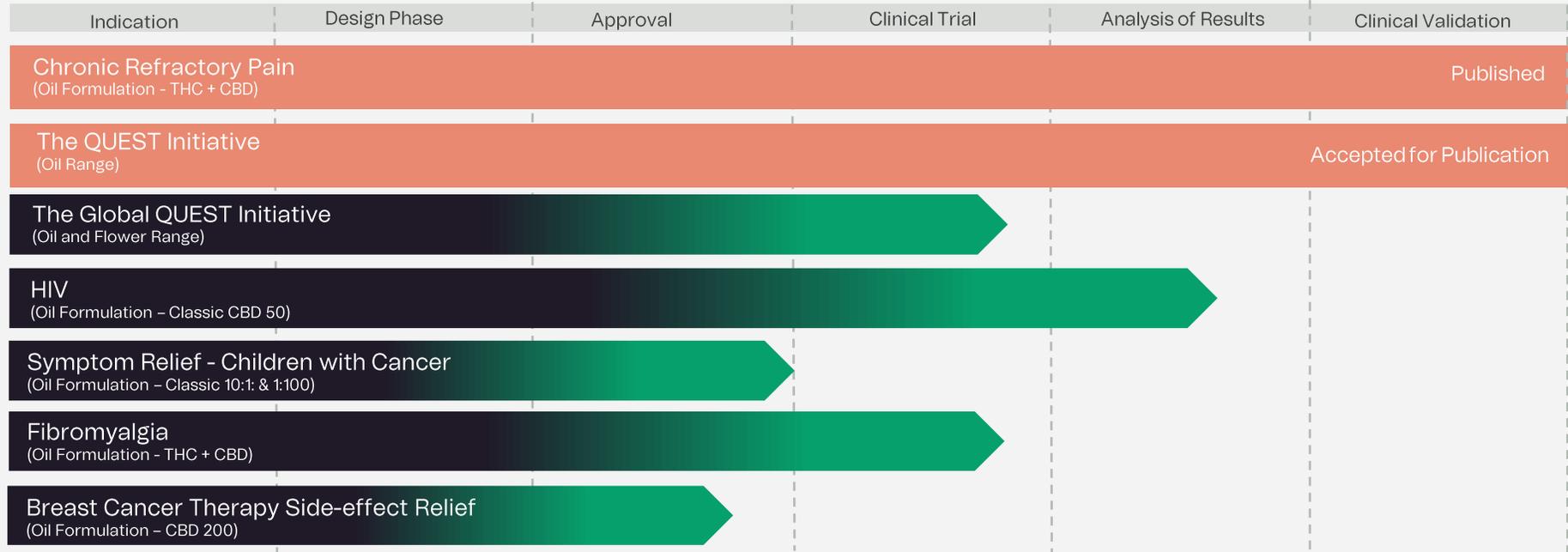
R&I Overview: *Product Expansion & Clinical Validation*

Solving real patient problems – now and in the future

Meeting-Market-Demand
Product line expansion

- | | | |
|----|----------------------------|--|
| 1. | Current Product Offering | 6 x extract oils; 7 x flower medicines; 3 x cartridge range for oil vaporisation |
| 2. | Launching Soon | THC 50 Indica Oil, Trial Box (3 flowers) and an additional brand |
| 3. | In Development | Edible medicine and new oral formulations |
| 4. | Plant Genetics Development | 15 additional plant genetics currently in development |

Change-the-Market-Strategy
Validation Studies¹



1. Studies intended to generate new knowledge (peer reviewed publication) in terms of safety and efficacy; increase brand awareness and consumer confidence of LGP medicinal formulations currently being prescribed to patients.

R&I Overview: *Innovation & Drug Registration Strategy*

Solving real patient problems – now and in the future

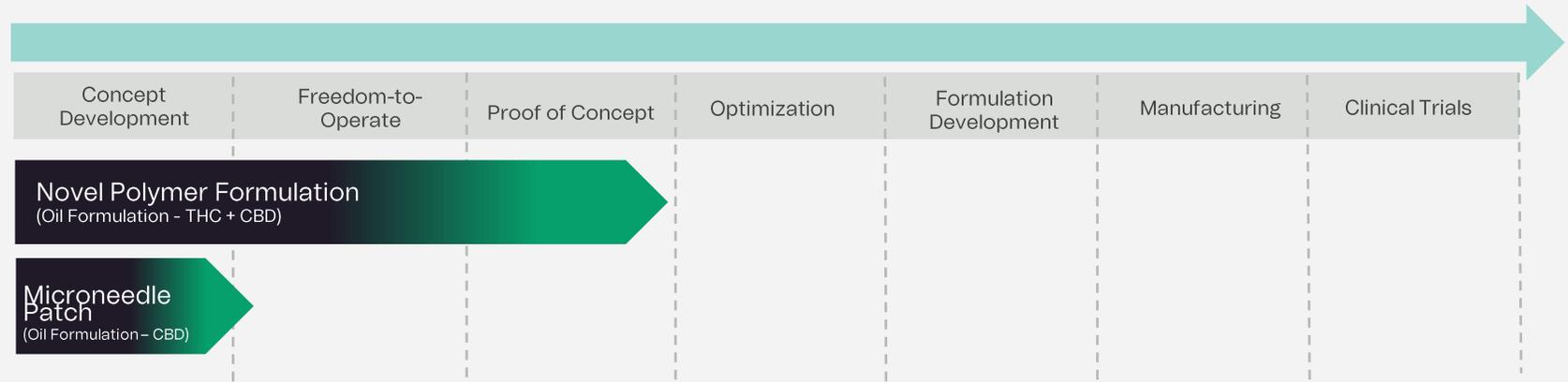
Lead-the-Market Strategy

Clinical indications – drug registration (TGA/EMA)

1. **Schedule 3 – Over the Counter Drug Registration** (Australia)
Trial protocol finalised and successful TGA pre-submission meeting
** Ethics approved*
2. **Treatment of Obesity and Related Metabolic Condition**
** Experimental in vivo trials underway*
3. **Pain/Spasticity**
** Clinical trial protocol finalized – awaiting drug formulation development*

Lead-the-Market Strategy

Drug development



Differentiating
Australian &
North American
Cannabis Markets



Distinct Investment Landscape

Differentiating Australian & North American Cannabis Companies

The US and Canada impose heavy taxes threatening companies:

In the US, the 280e tax code prohibits businesses engaged in the sale of cannabis from deducting normal business expenses essentially resulting in income tax being calculated based on gross income, not net income

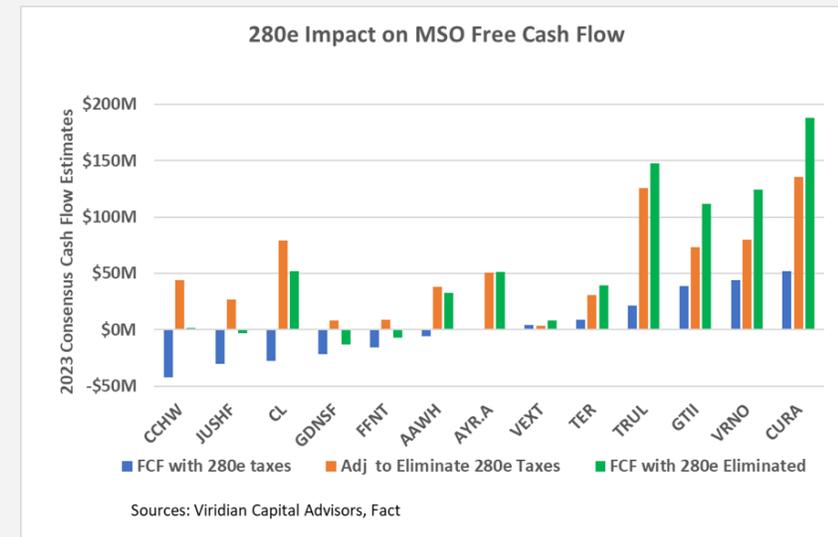
In Canada, in addition to income tax there is a federal excise tax of \$1 per gram of cannabis sold or 10% of the per-gram price, whichever is the greater

Australia and Europe do not subject companies to the same taxing regulations:

Australian businesses can claim tax deductions for business costs and are eligible for R&D rebates of \$0.43 per dollar of R&D expenditure up to a turnover of \$20m. It's essential not to draw any connections between Australian companies and the tax regimes of the US and Canada

ASX listed medicinal cannabis stocks have historically tracked North American listed cannabis stock performance despite significantly different taxation regimes

LGP believes these structural differences support the conclusion that Australian and North American cannabis markets should be regarded as fundamentally different investment propositions



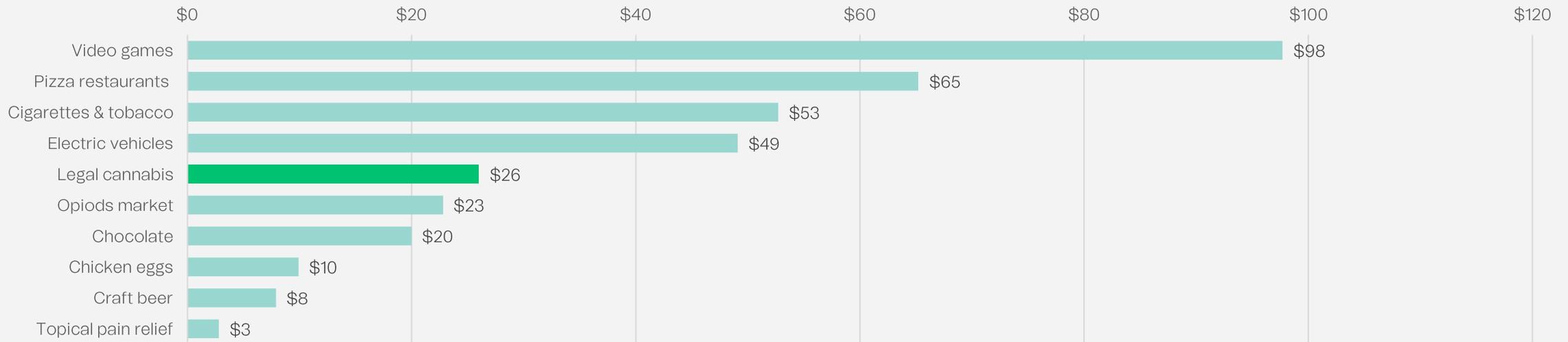
Market Opportunity

Fuelled by the wave of legalisation initiatives sweeping across the US, both the medical and recreational cannabis markets are expected to sustain robust growth for the foreseeable future

In recent years, sales of legal cannabis have already surpassed those of products like Viagra, paid music streaming services, frozen pizza, and ice cream, indicating the industry's substantial economic impact.¹ Furthermore, the legalization and growing acceptance of cannabis have led to legal cannabis sales outpacing those of opioids, chocolate, and even the craft beer industries in the United States, solidifying its position as a significant player in the market²

The trend in sales in the US is highly likely to play out in other markets including Australia and Europe

US Cannabis Sales Compared with Other Industries in 2022 (US\$B)¹



1. [MJBiz FactBook](#), Source: IBISWorld, Grand View Research, Statista, MJBizDaily research © 2023 MJBiz, a division of Emerald X, LLC
2. [MJBiz Daily, 2021: https://mjbizdaily.com/chart-retail-marijuana-sales-vs-industries-goods/](https://mjbizdaily.com/chart-retail-marijuana-sales-vs-industries-goods/)

The Most
Trusted Brand



The Most *Trusted* Brand

Accolades:

-  2023 WINNER Healthcare & Pharmaceutical Award
Most pioneering medicinal cannabis company in Australia
-  2023 WINNER The Cannabiz Awards
Best Patient-Focused Initiative - LGP's Compassionate Access Scheme
-  2023 WINNER The Cannabiz Awards
*R&D Project of the Year:
LGP with the University of Sydney – The QUEST Initiative*
-  2022 WINNER 60th Australian Export Awards
International Health – significant contributors to the nation's economy
-  2022 WINNER Western Australian Export Awards
International Health
-  2022 FINALIST Australian Service Excellence Awards
Customer Service Team of the Year (small team)

*We're proud to be Little Green Pharma –
leading with a big heart, to make a world of difference.*

60th
Australian
Export Awards

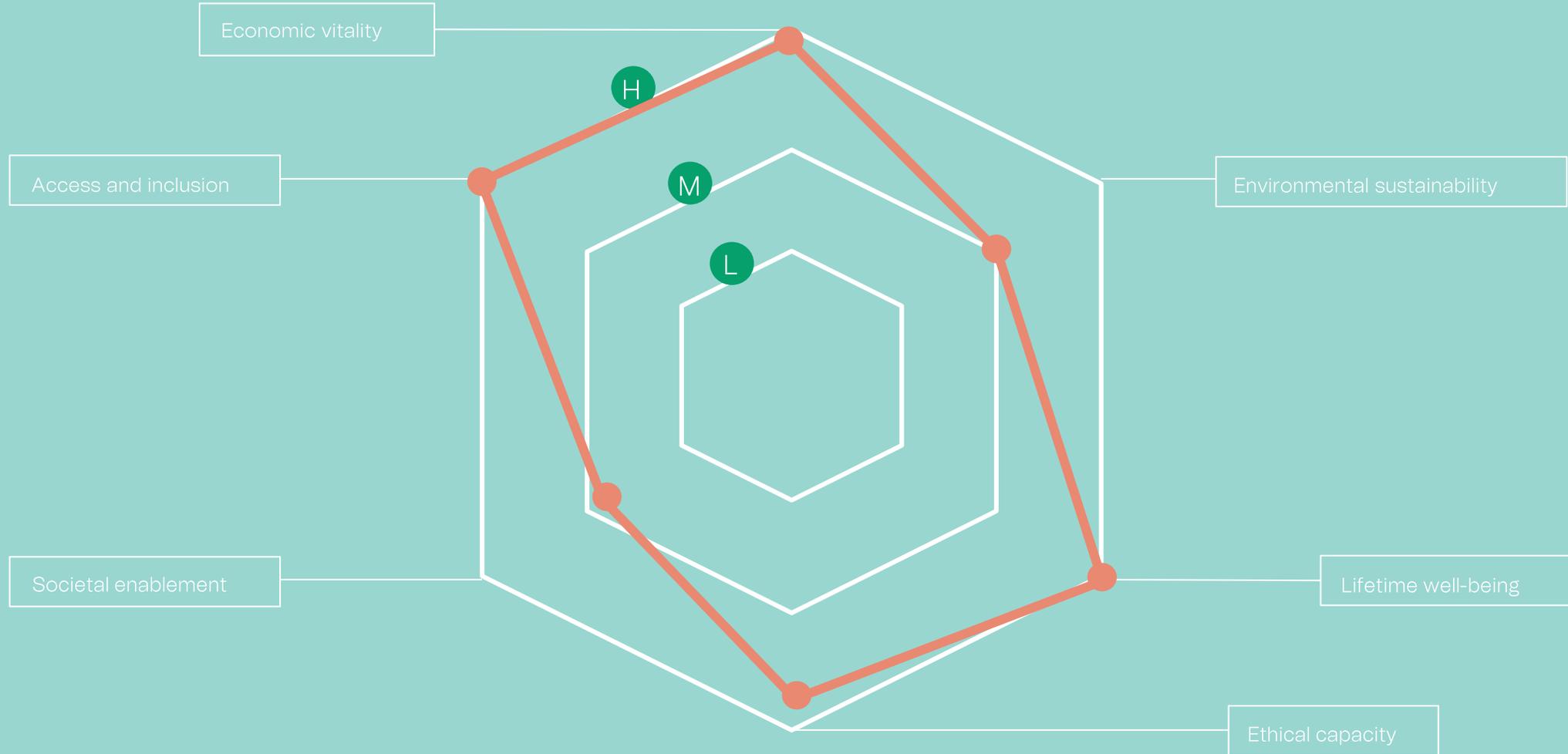
WINNER
International Health

Little Green Pharma



The Most *Trusted* Brand

LGP solves societal and environmental challenges through core business activities through six dimensions

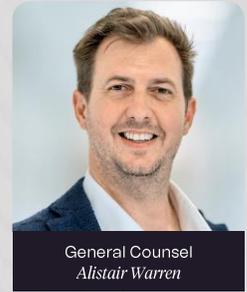


Meet the *Team*

The Board of Directors



The Executive Team



The Management Team



Corporate Overview

Capital Structure

| | |
|--|---------------|
| Current Share Price ¹ | \$0.17 |
| Shares Outstanding ¹ | ~300 million |
| Options and Performance Rights on Issue ² | ~39 million |
| Market Capitalisation (undiluted) | ~\$51 million |
| Cash Reserves (30 June 2023) | \$8.7 million |
| Enterprise Value (30 June 2023) | ~\$50 million |

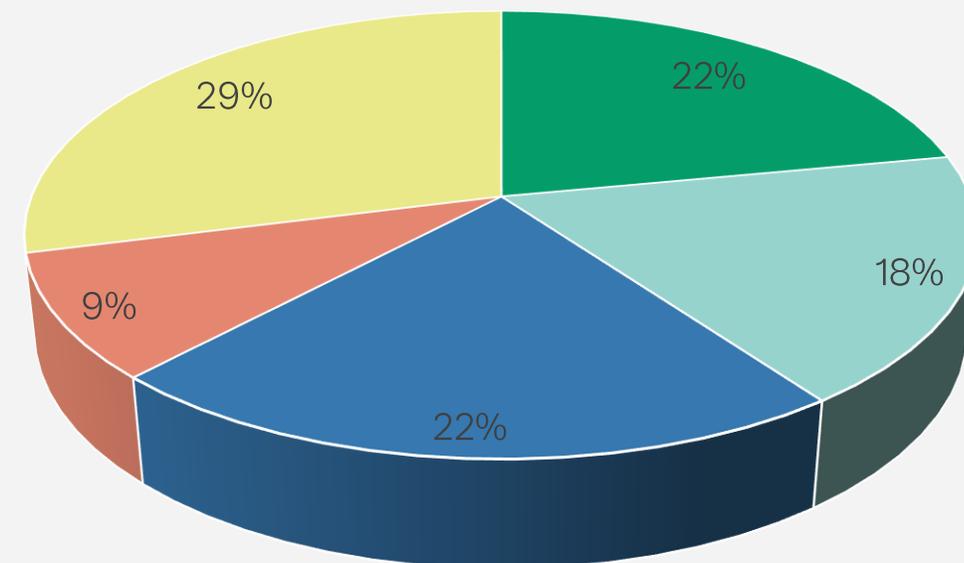
Substantial Shareholders

| 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 | 152.9m | 51.1% |
| Board ownership | 36.2m | 12.1% |

1. As at 28 August 2023

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



A World of *Difference*

A global leader in medicinal cannabis and psychedelics

- We are a multi-national GMP cannabis manufacturer with world-class facilities in Denmark and Australia
- Our broad distribution network spans multiple EU jurisdictions, making us a highly diversified supplier
- We conduct research and operate a GMP testing lab
- LGP identifies opportunities and implements solutions rapidly
- We are fully committed to achieving cash flow breakeven in the near-term as we move closer to profitability

*Join us on our transformative journey in the cannabis
and psychedelics industries.*

Our *Story*

Little Green Pharma started in 2017 to help a girl suffering from epileptic seizures. Under the leadership of CEO Fleta Solomon, LGP expanded its mission to provide medicinal cannabis products to all Australian patients and export Australian medicinal cannabis to Europe. The company has grown rapidly, becoming publicly listed on the ASX and expanding its operations globally. With operations in Australia and Europe, LGP remains confident in its growth strategy and aims to meet the demand for GMP-grade cannabis medicines. The company is focused on achieving cash flow break-even and reflecting its achievements.



little
green
pharma





A world of *difference*

investor.littlegreenpharma.com