



ASX:LGP

## Investor Presentation

27 OCTOBER 2021

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# Who we are

Little Green Pharma  
(ASX:LGP)

- Vertically integrated medicinal cannabis company operating in Australia and Denmark
- Focused solely on pharmaceutical grade cannabis to treat medical conditions
- Australia's first producer and exporter of cannabis medicines
- ~20,000 patients since August 2018
- Exporting EU-GMP recognized cannabis medicines overseas including Germany, France, UK

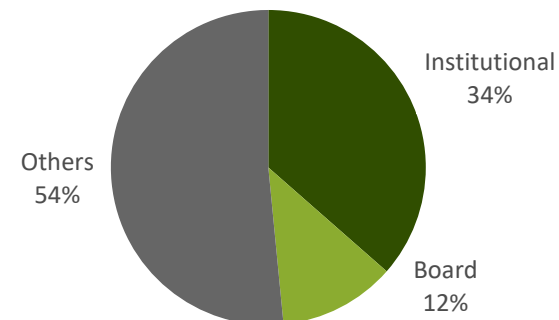


# Corporate Overview

## Capital Structure

Current Share Price <sup>1</sup>	\$0.685
Shares Outstanding <sup>1,2</sup>	235,941,749
Options and Performance Rights on Issue	16,135,536
Market Capitalisation (undiluted) <sup>1</sup>	~\$162 million
Cash Reserves (30 September 2021)	~\$29.1 million
Enterprise Value	~\$133 million

## Register Breakdown<sup>3</sup>



## Shareholders

Shareholder	Shareholding	Ownership
HANCOCK PROSPECTING PTY LTD <sup>4</sup>	26.7m	11.3%
ELIXXER LTD <sup>5</sup>	24.8m	10.5%
MS FLETA JENNIFER SOLOMON	20.2m	8.6%
TIGA TRADING PTY LTD <sup>6</sup>	16.2m	6.9%
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED <sup>7</sup>	12.6m	5.3%
BARBRIGHT AUSTRALIA PTY LTD	7.8m	3.3%
MR ANGUS CAITHNESS	6.4m	2.7%
Top 20 shareholders	131.6m	55.8%
Board ownership	28.5m	12.0%

1. As at 24 October 2021

2. 54,034,703 shares are escrowed 24 months from date of listing (20 February 2020)

3. As at 21 September 2021

4. Includes associated parties. Holding as advised to market on 6 July 2021

5. Holding as per register of relevant interests as at 21 September 2021

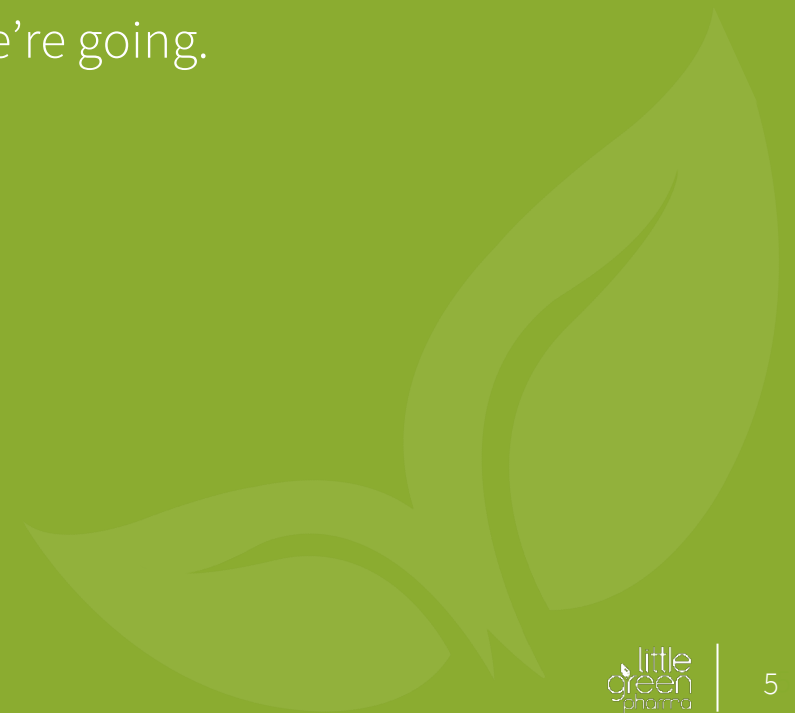
6. Includes associated parties. Holding as advised to market on 2 July 2021

7. Includes Seed Innovations Limited holding of 7,324,796 shares as per register of relevant interests as at 21 September 2021, excludes Hancock Prospecting Pty Ltd and Elixer Ltd shareholdings.

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.

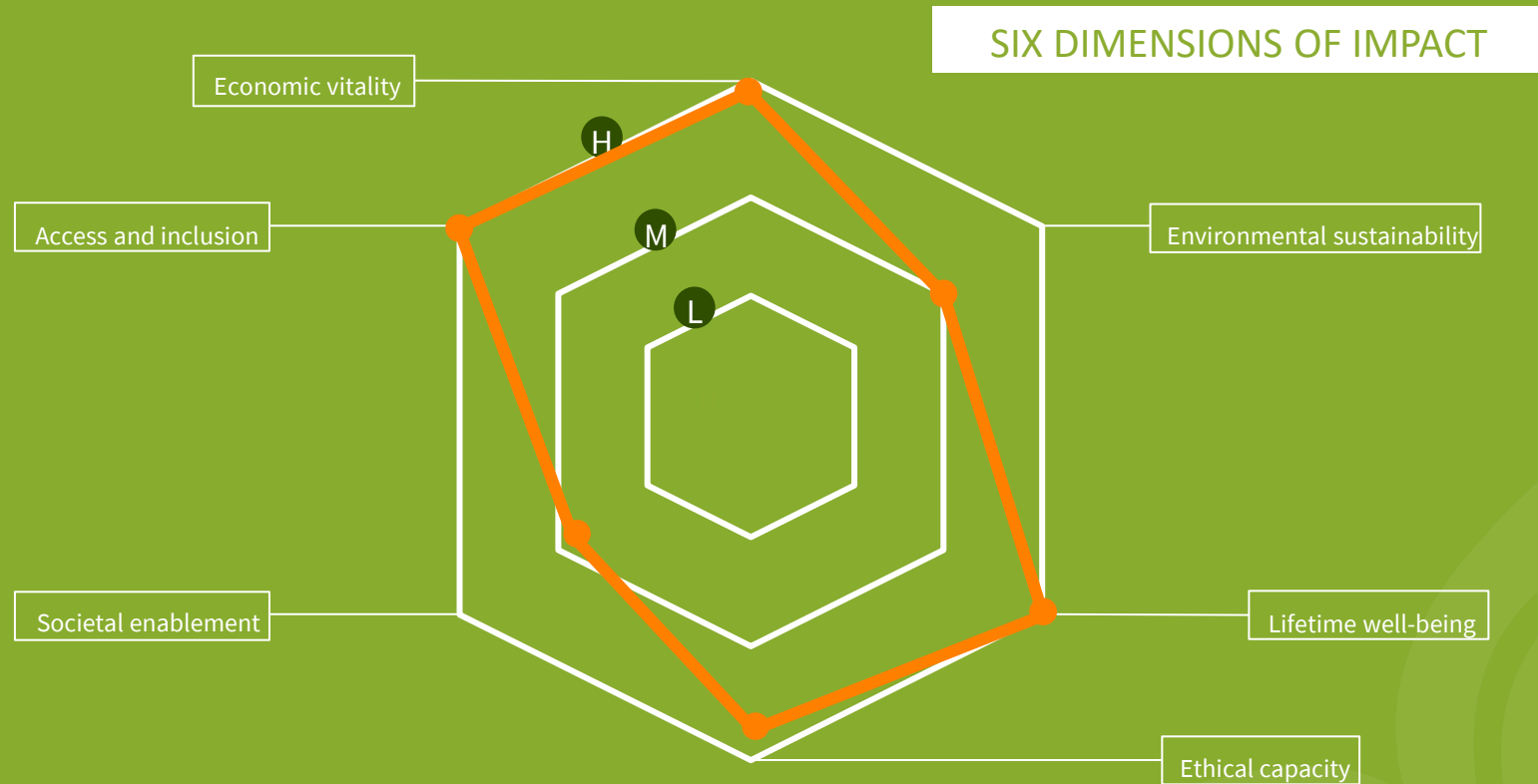
We are proud of what we've done and where we're going.

**We are Little Green Pharma.**



# Our Environmental, Social and Governance (ESG) Commitment

LGP solves societal and environmental challenges through core business activities



Source: Model based on Boston Consulting Group – Young (D) and Gerard (M), How to Tell if Your Business Model is Creating Environmental and Societal Benefits April 2021



# Our Business Model Captures Value

LGP operates across the entire medicinal cannabis supply chain



## Cultivation & Production

EU GACP cultivation facility in Denmark

AU GACP cultivation facility in Australia

Total biomass cultivation capacity of >25 tonnes p.a.

Total dried cannabis flower capacity of ~13.5 tonnes p.a.

Total cultivation footprint exceeding >23,500 m<sup>2</sup>



## Manufacturing

EU-recognised GMP manufacturing facility in Denmark

AU GMP manufacturing facility in Australia

Additional exclusive 5-year agreement with third-party GMP manufacturer based in Western Australia<sup>1</sup>

Capability to expand product range into multiple delivery formats



## Product Innovation

R&D pipeline includes three scientific validation studies and two regulatory approval studies

Partnership with Curtin University for exclusive use of ARISE delivery technology for medicinal cannabis formulation

Exploring alternative delivery systems and product registration pathways



## Patient Access & Education

Sponsor of QUEST Initiative investigating the effect of medicinal cannabis treatment on quality of life

Partnership with HIF to support patient access and rebate cannabis medicines

Proprietary Medical Portal driving patient access and education for medical practitioners

Supporting prescriber community through LGP Engagement Team



## Sales & Distribution

~3 years track record of Australian sales

Strong brand selling seven LGP-branded medicines

Patients in the UK, Germany, France, New Zealand and Brazil currently accessing LGP medicines

Primary supplier to French government trial

Agreements with Polish and Danish distributors

European subsidiaries as platform to supply European markets

<sup>1</sup> 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



# 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 partner<sup>1</sup>



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)

- ✓ 21,500m<sup>2</sup> glasshouse house cultivation area
- ✓ 4,000m<sup>2</sup> 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



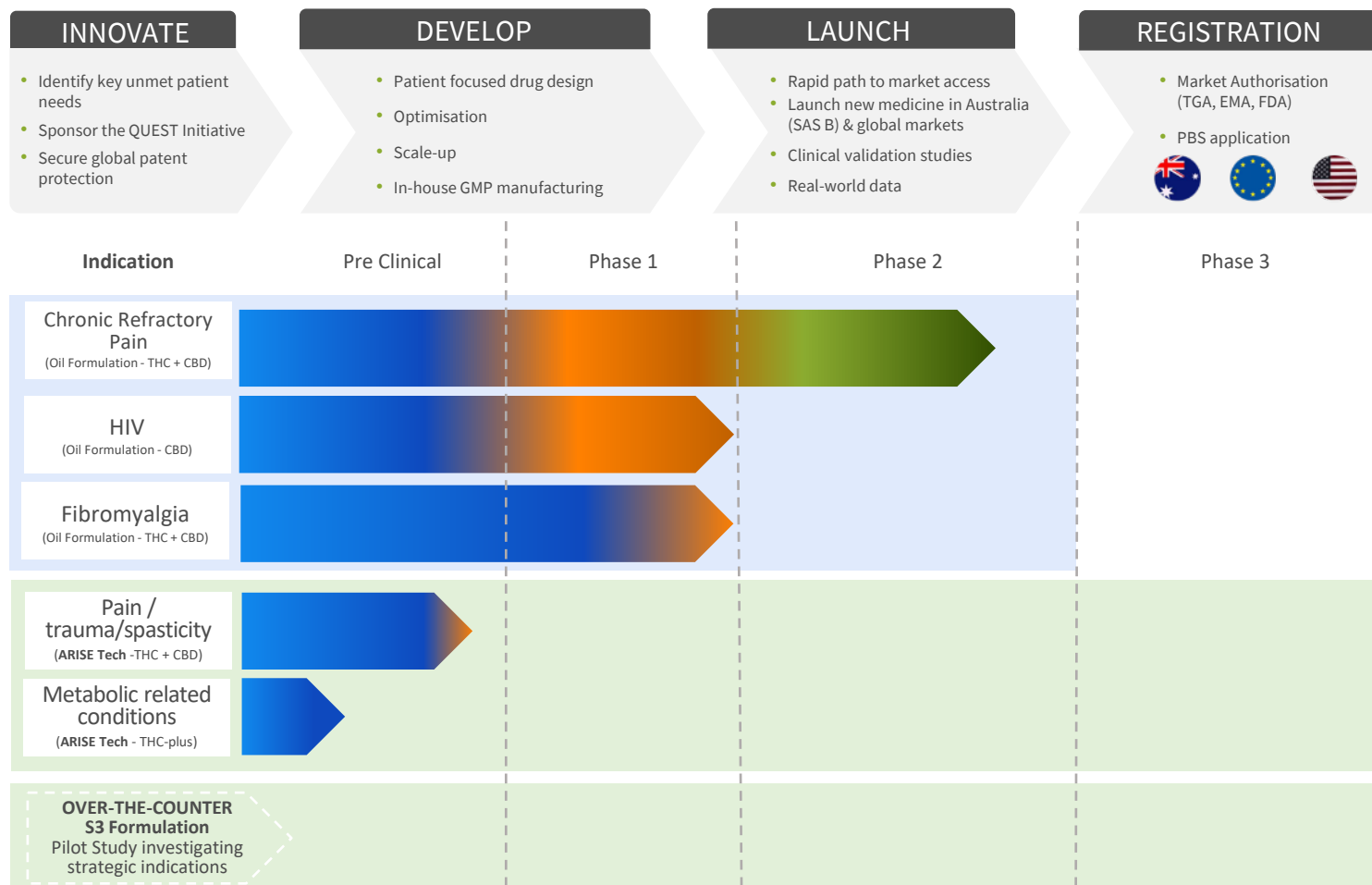




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# R&D Pipeline



- 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.
- Clinical trials designed to meet the rigorous standards required to achieve regulatory approval and market authorisation (TGA, EMA, FDA) of strategic indications.



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 **2086 patients** to date and involves **109 doctors** across Australia

Screened

2466

Consented

2086

### 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

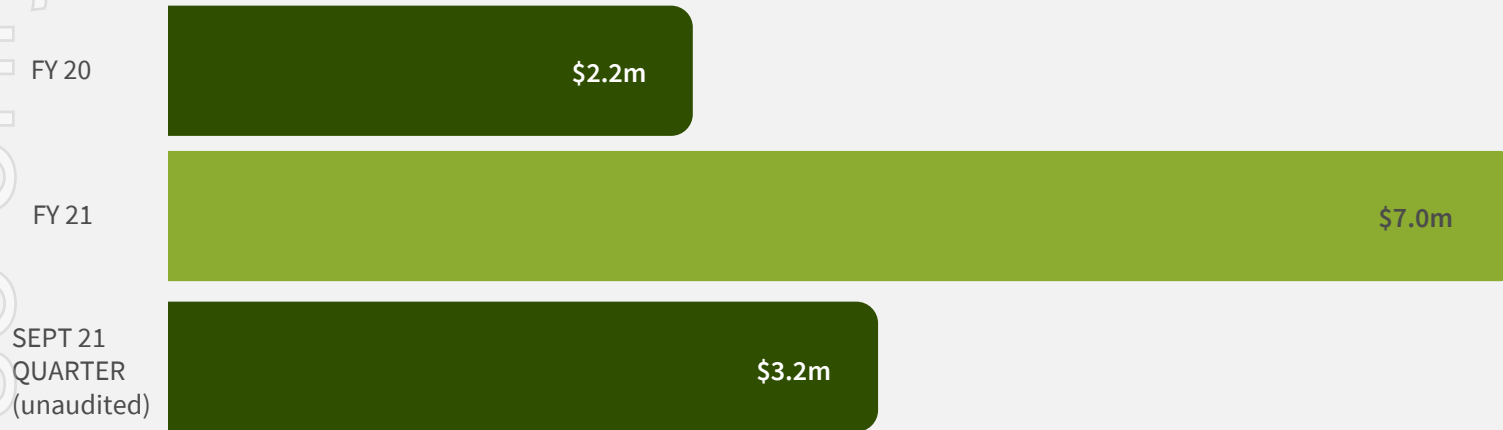
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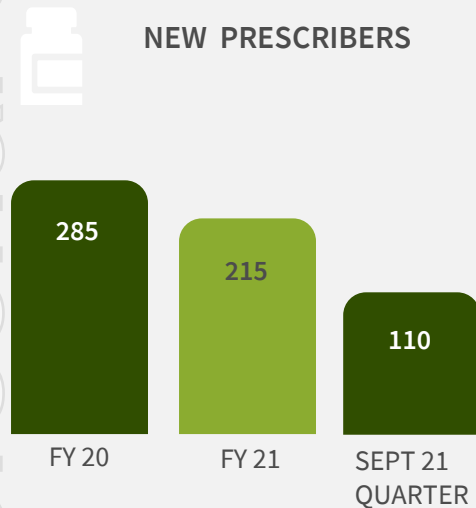
# Track Record of Patient Access

Strong growth in sales and patients using LGP products

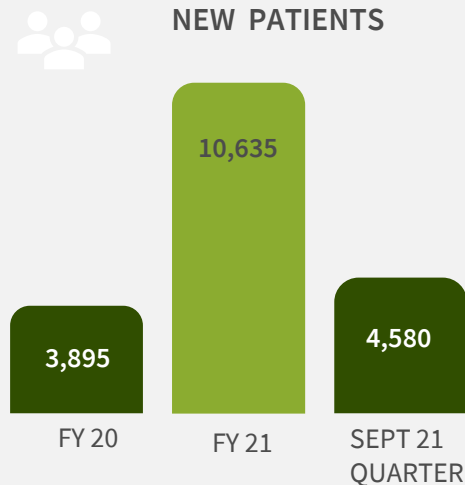
## REVENUE



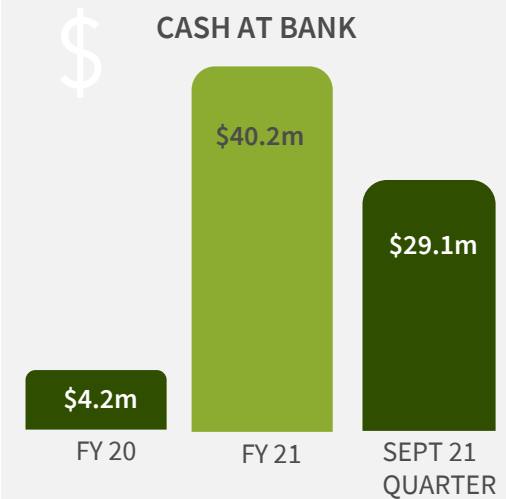
## NEW PRESCRIBERS



## NEW PATIENTS



## CASH AT BANK



# LGP Positioning

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

<b>Biomass capacity</b>	<ul style="list-style-type: none"><li>🌿 LGP's cultivation capacity is &gt;25 tonnes p.a. of cannabis biomass ensuring self sufficiency and long-term security of supply</li><li>🌿 This capacity positions the Company to meet market demand driven by LGP's established brand and distribution channels across the world</li></ul>
<b>Geographic diversification</b>	<ul style="list-style-type: none"><li>🌿 Two strategically located production facilities from which LGP can service Southern and Northern hemisphere markets</li><li>🌿 Both facilities producing EU-GMP recognised cannabis medicines</li></ul>
<b>Medicinal cannabis focus</b>	<ul style="list-style-type: none"><li>🌿 LGP's sole focus is pharmaceutical-grade cannabis medicines to treat a variety of medical conditions</li><li>🌿 GMP production from Australia and Denmark facilities recognised as the highest quality pharmaceutical grade across target markets</li></ul>
<b>Platform to penetrate international markets</b>	<ul style="list-style-type: none"><li>🌿 LGP's platform leverages the Company's early mover advantage and brand equity in key international markets</li><li>🌿 The two locations avoid many export/import barriers and requires substantially less logistics resourcing than relying on one location</li><li>🌿 Improves distribution strategy by having facilities strategically located</li></ul>
<b>Access to best-practices and knowledge</b>	<ul style="list-style-type: none"><li>🌿 The LGP Group share best-practice cultivation, manufacturing, and pharmaceutical practices and expertise</li></ul>



# Clear Pathway to International Sales

## Poland

- ✓ 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

- ✓ 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

- ✓ 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

- ✓ 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



## United Kingdom

- ✓ 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



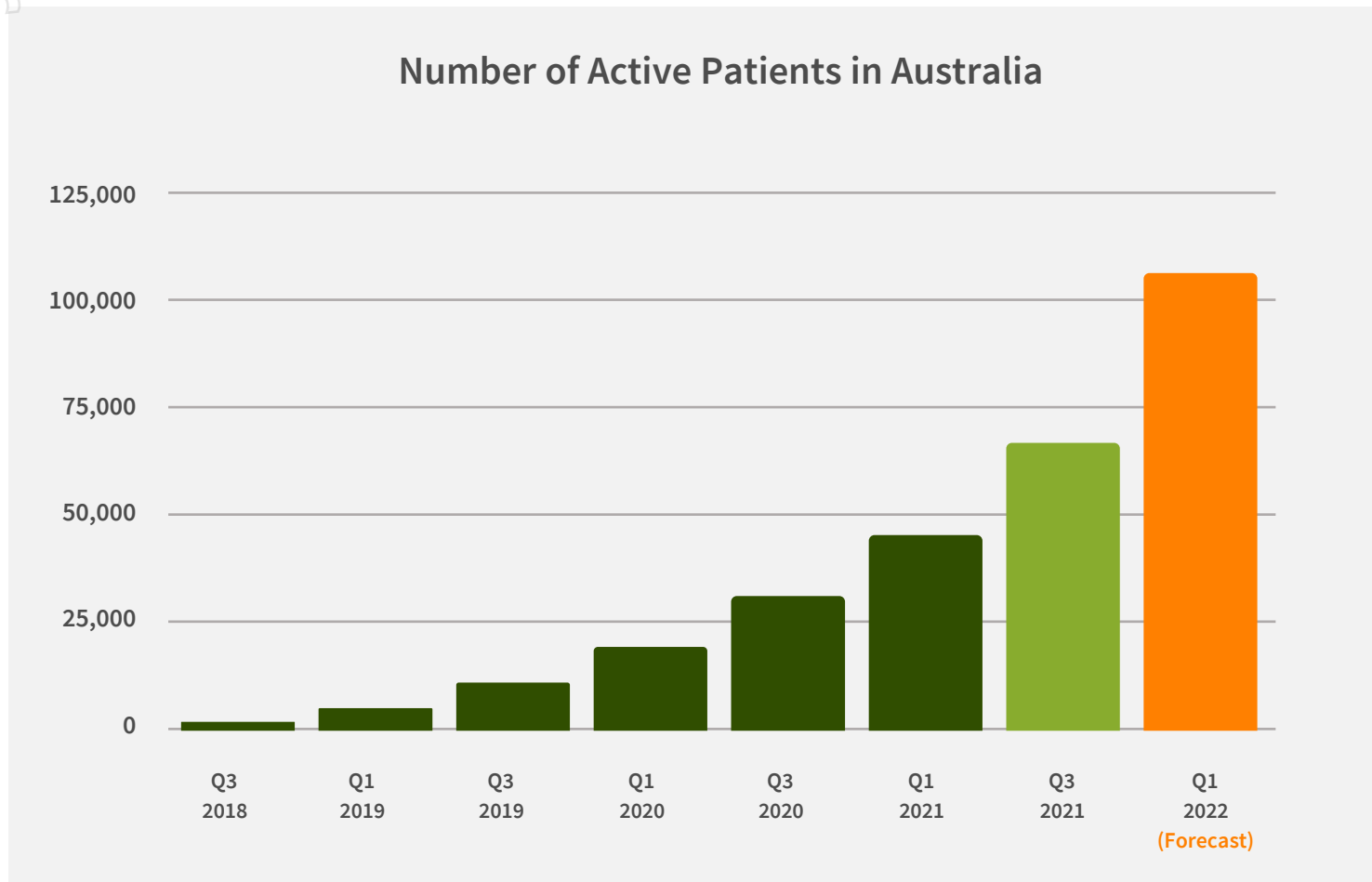
# Market Growth



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# Australian Market Patient Growth

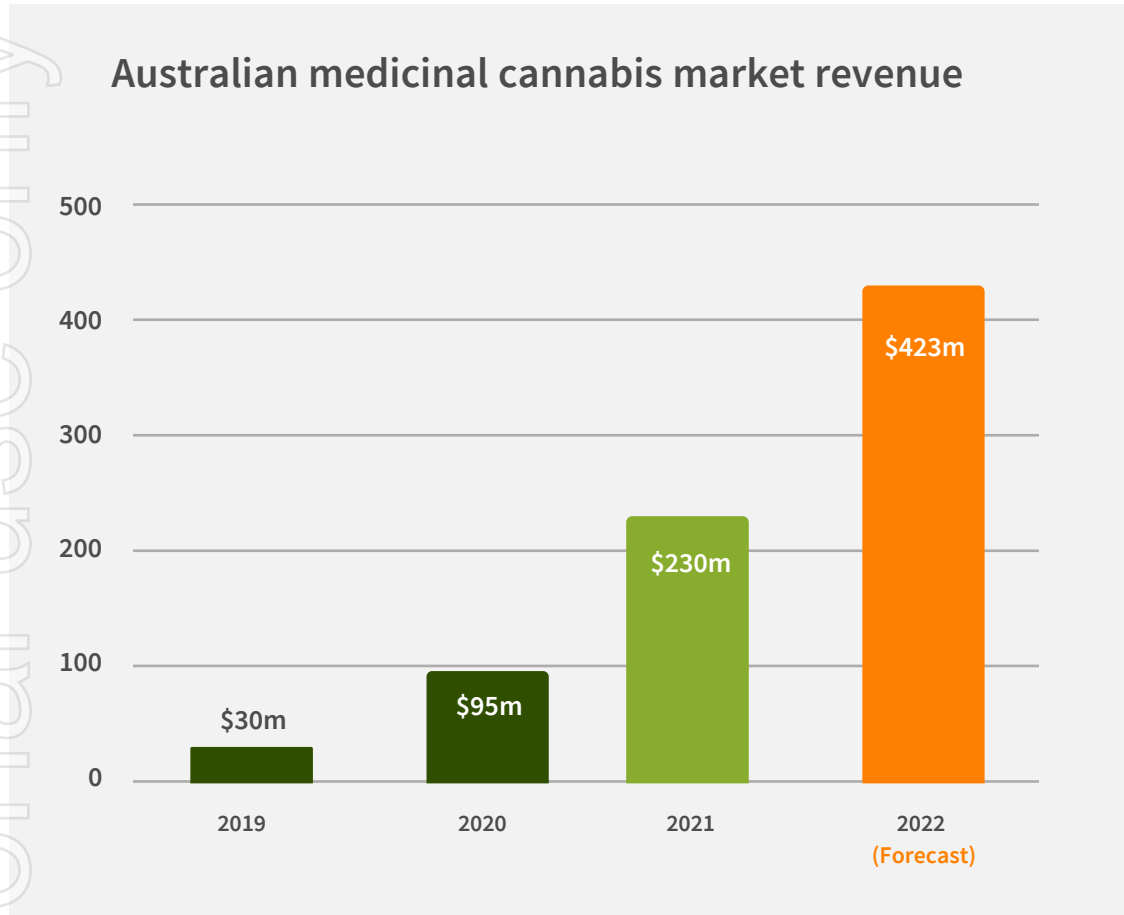
45,000 active patients forecast to grow to 75,000 by year end<sup>1</sup>



1. Freshleaf Analytics H2 2021, Australian Medicinal Cannabis MarketPatient, Product and Pricing Analysis

# Australian Addressable Market Growth

2021 market revenue forecast to double from ~\$100M in 2020<sup>1</sup>



Australian Total  
Addressable  
Market expected  
to reach  
A\$1bn<sup>2</sup>

1. Freshleaf Analytics H2 2021, Australian Medicinal Cannabis Market Patient, Product and Pricing Analysis
2. Canaccord Genuity Estimates – 12 May 2021 (based on Worldometer)



# Total Addressable Market

LGP's total addressable market globally is estimated at ~\$24bn<sup>1</sup> at maturity

- The global medicinal cannabis markets are 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
<b>TOTAL</b>	<b>461m</b>	<b>A\$24bn</b>	

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

# 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



Pre-submission meeting with TGA for Schedule 3 registration



First registered product in Denmark



First offtake agreement from Danish Facility

# Why LGP?

- ✓ Demonstrated business model
- ✓ Market opportunity and pathway to capture market share
- ✓ Capacity to deliver (vertically integrated)
- ✓ Track record of execution
- ✓ The Australian TAM is growing faster than predicted and LGP is in prime position to capitalise
- ✓ Strongly positioned in early overseas markets

# Connect

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