

ASX ANNOUNCEMENT

28 October 2024

Investor webinar invitation & presentation

Little Green Pharma Ltd (ASX: LGP, "**LGP**" or the "**Company**") is pleased to provide investors with the following investor presentation, which will be presented as part of a webinar later today (details below).

Webinar details

The investor webinar, to be held today at 1pm AEDT / 10am AWST, will see Little Green Pharma CEO Paul Long present the Quarterly Activities Report for the period ended September 2024.

Should you wish to register, please follow the link to:

https://us02web.zoom.us/webinar/register/WN_3vcMaBwaRBGbSC4BPA-W2g

Once registered you will receive a confirmation email, including details on how to access the webinar on the day.



At the completion of the presentation, Mr Long will also be on hand to answer any questions investors may have.

A recorded copy of the webinar will be made available following the event.



**ENDS
BY ORDER OF THE BOARD**



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 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 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

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

LGP's Cannabis Wrap

LGP's Cannabis Wrap offers insights on global cannabis markets with links to key news and developments from around the world

Sign up to LGP's Cannabis Wrap here: <https://investlittlegreenpharma.com/site/contact/newsletter-sign-up>

September 2024
Quarterly & Appendix 4C
Investor presentation



ASX:LGP

OCTOBER 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.

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.

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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.

Little Green Pharma



4 BRANDS



26 PRODUCTS



3 FACILITIES



30t
PRODUCTION CAPACITY



11
DISTRIBUTION TERRITORIES



13 SPONSORED
STUDIES / TRIALS



94 STAFF ACROSS
5 COUNTRIES



20+ STRAINS
GENETICS BANK

Market update

From rationalisation to resurgence

- Cannabis markets in US and Canada have been rationalising for several years due to oversupply and distorted markets
- Cannabis markets in Germany, France and UK are experiencing a resurgence, while Australia continues to enjoy strong growth
- Many cannabis stocks are still priced below fundamentals as competitors continue to exit
- Global markets are turning to favour producers
- Industry stalwarts are positioned to capture significant market share

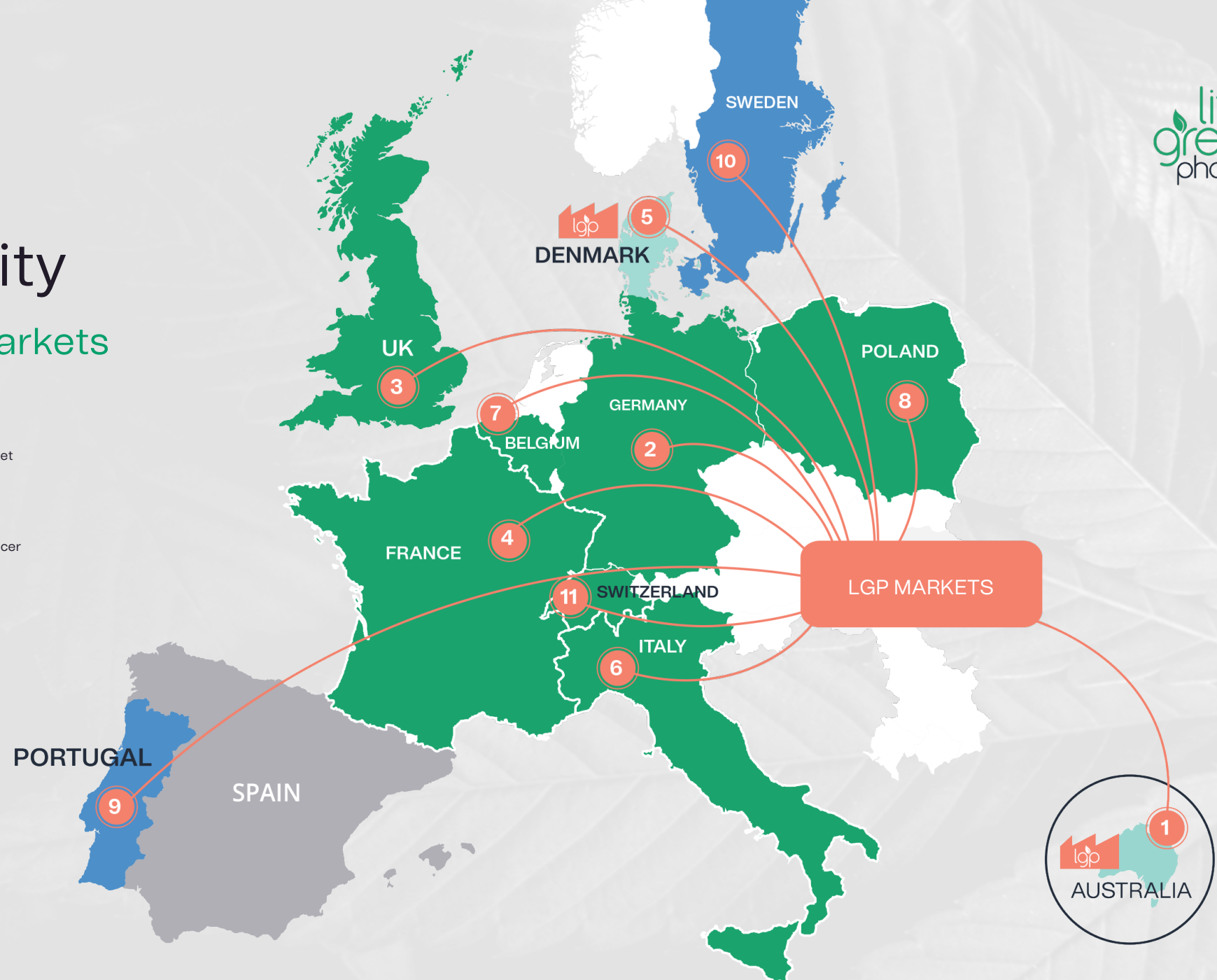


Market opportunity

LGP's global markets

KEY

-  Production facility and supplied market
-  Supplied market
-  Supply arrangements
-  LGP holds a 6.5% stake in local producer



Revenue and cash receipts



Record revenue of \$10.2 million (unaudited), up 40% on prior quarter and nearly 60% on previous corresponding quarter



Record cash receipts of \$10.8 million, up over 30% on prior quarter and over 60% on previous corresponding quarter

Revenue vs cash receipts (\$000's)



Revenue by product category



45% increase in oil sales driven by growth in both France and Australia

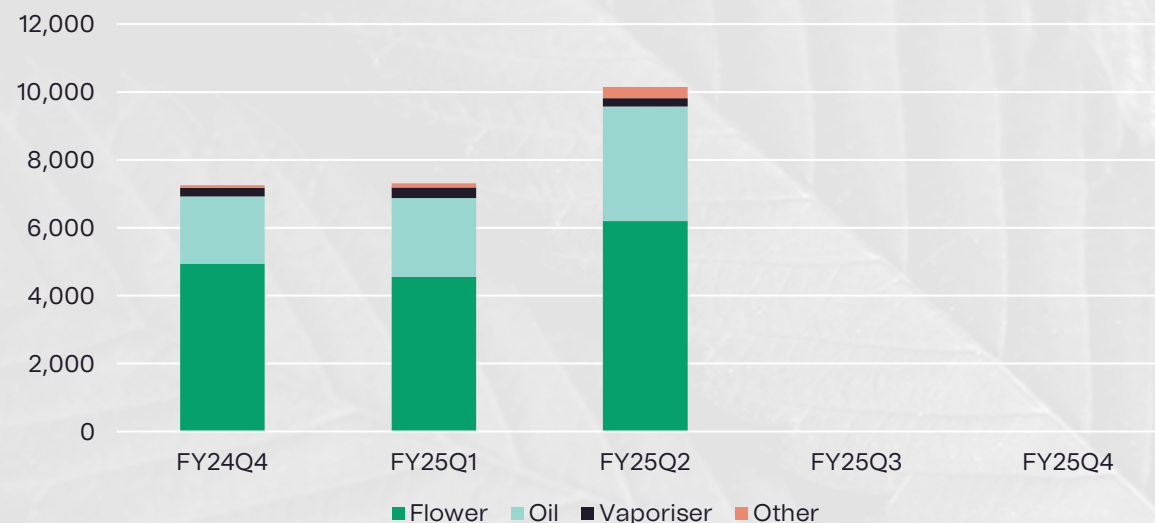


Over 35% increase in flower sales driven by growth in both LGP brands and white label sales

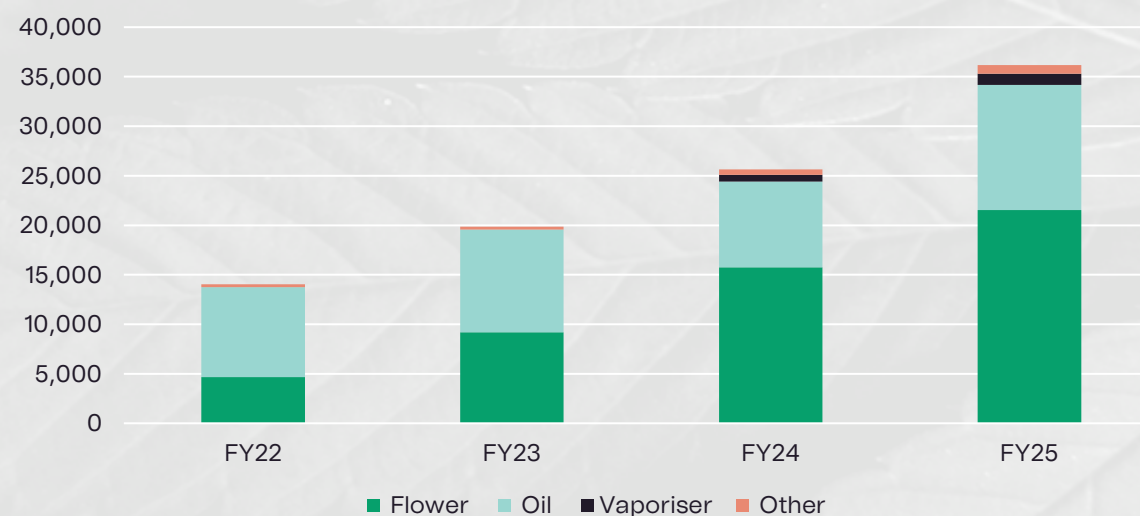


Vaporiser sales down 20% off a low base

Revenue by product category (\$'000's)



Revenue by product category annualised (\$'000's)



Periods which are not 12 months have been annualised on a straight-line basis.

Revenue by segment

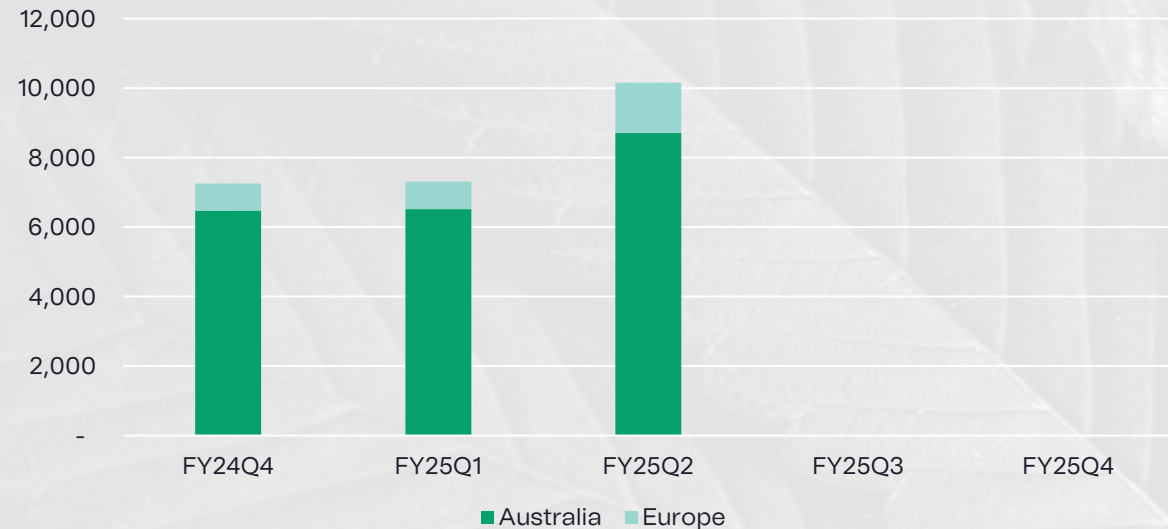


Over 30% increase in flower sales in Australia coupled with a 35% increase in oil sales

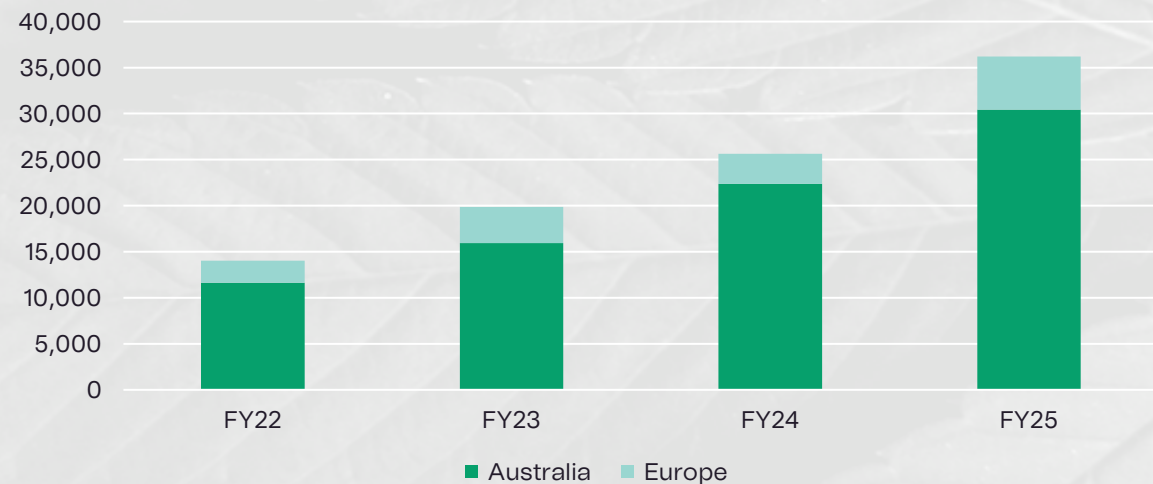


60% increase in flower sales into Europe with over 110% increase in oil sales

Revenue by segment (\$000's)



Revenue by segment annualised (\$000's)



Periods which are not 12 months have been annualised on a straight-line basis.

Revenue by brand



CherryCo sales up 50% on prior quarter despite a number of me-too products appearing



LGP brand sales up nearly 30% on prior quarter including into France and the UK

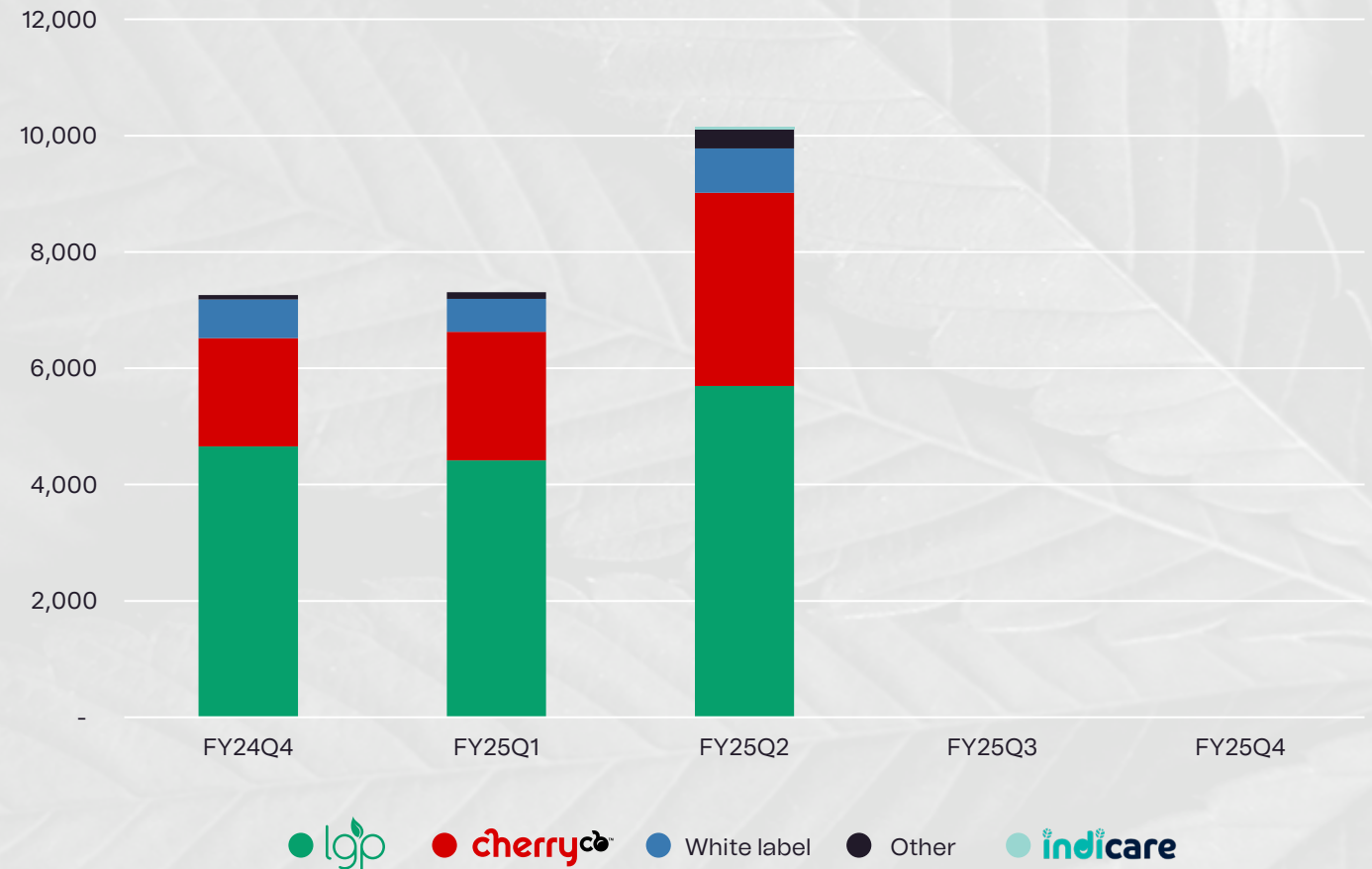


White label sales up 35% on prior quarter including sales into Australia, Germany and the UK



Introduction of new Indicare brand in September 2024

Revenue by brand (\$'000's)



EV, NTA, cash, debt and revenue



Cash in bank of \$4.8 million, up from \$4.3 million



Minimal long-term debt of \$3.3 million



Enterprise value 0.75x annualised revenue



Enterprise value 0.4x net tangible assets

EV, NTA, cash, debt & annualised revenue (\$'000's)



Annual reporting review

Comparable company analysis

Analysis of where the top 20 cannabis operators from 2022¹ are now (\$000's)

Ranking 2022 ¹	Company	ASX	Audited Financial Statements
1	Incannex Healthcare	(ASX: IHL)	Delisted
2	Cronos Australia/Vitura Health	(ASX: CAU/VIT)	30-Jun-24
3	Ecofibre	(ASX: EOF)	30-Jun-24
4	Cann Group	(ASX: CAN)	30-Jun-24
5	Little Green Pharma	(ASX: LGP)	31-Mar-24
6	Botanix Pharmaceuticals	(ASX: BOT)	30-Jun-24
7	Emyria	ASX: EMD)	30-Jun-24
8	Creso Pharma	(ASX: CPH)	Suspended
9	MGC/Argent Biopharma	(ASX: MXC/RGT)	30-Jun-24
10	Rhinomed	(ASX: RNO)	Delisted
11	Neurotech International	(ASX: NTI)	30-Jun-24
12	IDT Australia	(ASX: IDT)	30-Jun-24
13	Althea	(ASX: AGH)	30-Jun-24
14	Avecho Biotechnology	(ASX: AVE)	Suspended
15	AusCann Group	(ASX: AC8)	Delisted
16	Medlab Clinical	(ASX: MDC)	Suspended
17	Arovella Therapeutics	(ASX: ALA)	30-Jun-24
18	ECS Botanics	(ASX: ECS)	30-Jun-24
19	Elixinol Wellness	(ASX: EXL)	31-Dec-23
20	Bod Australia	(ASX: BDA)	Suspended

Revenue	YoY%	Operating cashflow	YoY%	Net tangible assets	YoY%	Cash	YoY%
123,871*	6%	6,997	(28%)	7,256	(74%)	11,348	(40%)
27,984	(9%)	(14,017)	103%	15,685	(26%)	6,737	(8%)
15,373	12%	(15,185)	(34%)	13,375	(77%)	1,640	114%
25,632	29%	67	+% ²	73,823	(6%)	4,974	(60%)
602	485%	(8,127)	(33%)	79,280	550%	79,308	674%
2,203	38%	(4,285)	14%	327	165%	1,566	(43%)
891	(74%)	(14,662)	22%	(5,825)	(27%)	703	193%
2	(67%)	(4,595)	(27%)	11,903	203%	11,625	131%
13,226	91%	(9,602)	22%	23,444	(3%)	504	(89%)
30,365	21%	(4,395)	(30%)	(2,683)	(124%)	331	(91%)
17	(96%)	(6,914)	8%	11,241	201%	12,714	146%
20,030	30%	(1,486)	(469%)	24,951	34%	3,158	24%
8,269	17%	(2,758)	(66%)	4,429	(54%)	708	(75%)

1. <https://www.businessnewsaustralia.com/articles/australia-s-top-20-cannabis-companies.html>

2. LGP's YoY operating cashflow went from an outflow of \$6.9 million in FY2023 to an inflow of \$0.06 million in FY2024

*Vitura Health recognised \$108.5m in revenue relating to sales and distribution, the majority of which relates to the gross sales value of product sold to pharmacies through its Canview Platform

Comparable company analysis

Summary

LGP continues to outperform the majority of its competitors:

- Seven of original 20 cannabis peers from 2022 currently delisted or suspended from ASX
- Of remaining group:
 - LGP one of only two companies with positive operating cashflow, and of these only one with growth
 - LGP had the highest percentage revenue growth for companies with similar revenue >\$25 million
 - the majority of companies incurred operating cash outflows during the year which are greater than their cash on hand at the end of the year



Corporate Overview

Capital Structure

Current Share Price ¹	\$0.15
Shares Outstanding ¹	~302 million
Options and Performance Rights on Issue ²	~24.7 million
Market Capitalisation (undiluted)	~\$45.4 million
Cash Reserves (30 September 2024)	~\$4.8 million
Long Term Debt (30 September 2024)	~\$3.3 million

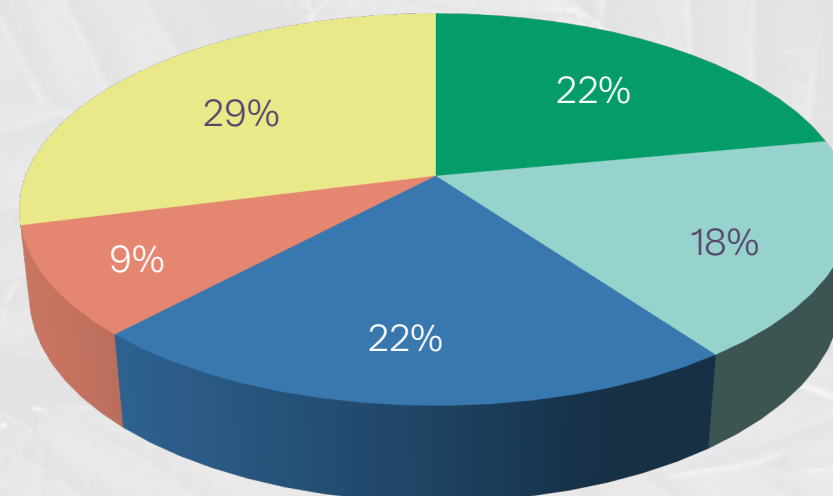
Substantial Shareholders

Shareholder	Shareholding	Ownership
TIGA TRADING PTY LTD (THORNEY INVESTMENTS)	60m	19.8%
MS FLETA JENNIFER SOLOMON	21.8m	7.2%
Top 20 shareholders	152.0m	50.4%
Board ownership	36.7m	12.1%

1. As at 25 October 2024

2. Comprising 10.5 million performance rights, 2 million retention rights, 5 million share rights and 7.2 million unlisted options with various terms and conditions

Shareholder Structure



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

Stars are aligning

- ☆ Cannabis market size forecasts validated
- ☆ Biggest facility in Europe at low marginal cost
- ☆ Cashflow positive and record revenue
- ☆ Backed by hard assets
- ☆ Regulator crackdowns & competitor exits
- ☆ Slowing inflation and interest rates



Q&A

Paul Long, CEO

A world of *difference*

investor.littlegreenpharma.com