

## ANNUAL GENERAL MEETING

**COMPANY UPDATE** 

**26 NOVEMBER 2020** 



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#### **Acceptance**

By attending LGP's Annual General Meeting, or accepting, accessing or reviewing this document you acknowledge and agree to the "Disclaimer" as detailed above.



## **Corporate Overview**

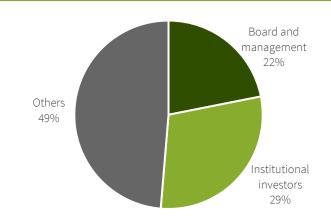
### Little Green Pharma Overview

- Vertically integrated medicinal cannabis business with operations from cultivation and production through to manufacturing and distribution
- Indoor ~3 tonne flower / ~300,000 bottles p.a. cultivation facility and GMP-licensed manufacturing facility in Western Australia
- Supplies medical-grade cannabis products to Australian and overseas markets

Shareholders <sup>4</sup>		
Shareholder	Shareholding	Ownership
Elixxer Ltd	29.5m	21.9%
Fleta Solomon	19.6m	14.6%
TIGA Trading Pty Ltd	7.7m	5.7%
Angus Caithness	5.7m	4.2%
Top 20 shareholders	91.0m	67.6%
Board ownership	29.4m	21.9%

Capital structure		
Current Share Price <sup>1</sup>	\$0.45	
Shares Outstanding <sup>2,3</sup>	134,467,663	
Options and Performance Rights on Issue	21,051,536	
Market Capitalisation (undiluted)	~\$60.5 million	
Cash Reserves (30 September 2020)	~\$4.2 million	
Enterprise Value	~\$56.3 million	

### Register Breakdown<sup>4</sup>



- 1. Source: IRESS As at 25 November 2020
- 2. 1,561,636 shares are escrowed until 5 February 2021
- 3. 54,034,703 shares are escrowed 24 months from date of listing (20 Feb 2020)
- 4. As at 31 October 2020

We are passionate about transforming lives. This drives our desire to grow and produce quality cannabis medicines that are safe, effective and affordable. It's the heart of everything we do and defines our culture. This is our purpose – to reimagine cannabis medicine and do extraordinary things for our patients.

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

We are Little Green Pharma.

## Our Business Model Captures Value

LGP operates across the medicinal cannabis supply chain





Cultivation capacity of over 300,000 bottles of medicinal cannabis oil p.a.

Optional capacity to more than double production with an additional 3,000sqm

Established channels of high quality third party raw material to supplement output volume



New internal GMP-licensed manufacturing facility with flower, oil and other pharmaceutical delivery capbilities<sup>1</sup>

Additional exclusive 5-year agreement with third-party GMP manufacturer based in Western Australia<sup>2</sup>

Capability to expand product range into multiple delivery formats



Strong brand selling four LGP-branded products

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

> Exploring alternative delivery systems and product registration pathways



Partnership with HIF to support large scale study and rebate cannabis medicines

Proprietary Medical Portal driving patient access and education for medical practitioners

Nurturing a community of prescriber support through a specialised Engagement Team



Over two years track record of Australian sales

Sales in the UK

First commercial medicines exported to Germany

Conditional pathfinder purchase orders from South America and New Zealand

German and Swiss subsidiaries as platform to supply European market

- 1. GMP is Good Manufacturing Practice (GMP) licensed by Australia's Therapeutic Goods Administration (TGA), Australia has a Mutual Recognition Agreement (MRA) with the EU
- 2. 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



#### Established sales platform in Australia

Currently selling four LGP-branded THC and CBD cannabis medicines in Australia with imminent release of medicinal cannabis flower products



### Clear pathway to international sales

Sales agreements with distributors in the UK and Germany for the sale, export and distribution of LGP's cannabis medicines



#### Patient access and product innovation

Driving patient access through education platforms.

Clinical investigations and research projects underway to develop innovative new delivery systems



### Why these are strategically important:

Sales in Australia demonstrate market validity and generate immediate cash flow to support development of international pathways



Early-mover commercial volumes in international markets the primary mechanism to secure and grow offshore market share

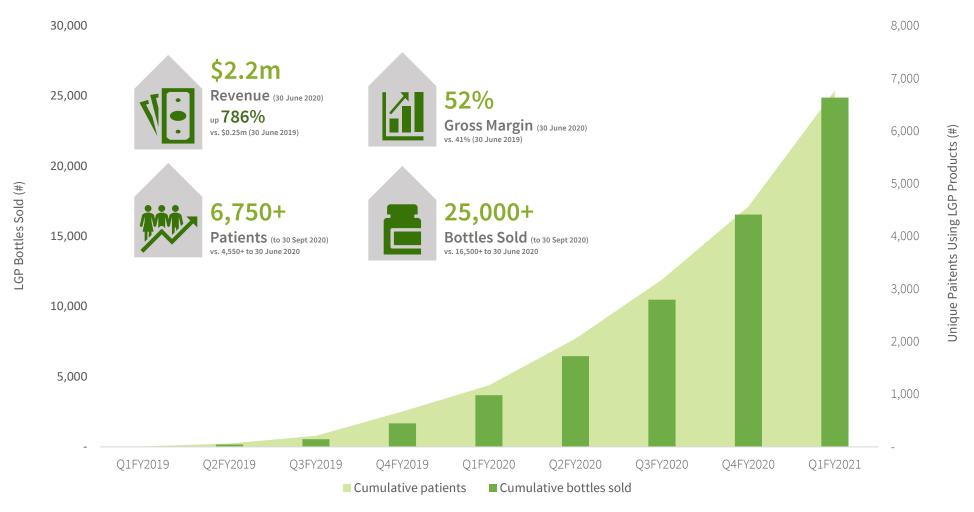


Focus on high-quality cannabis medicines now and developing unique delivery systems for patients in the future to further grow and maintain market share



# Track Record of Growing Patient Access

Strong growth in sales and patients using LGP products in Australia



## Capability - Access to Raw Biomass



### Internal Cultivation and External Raw Biomass

- ✓ Cultivation experience suggests indoor GACP cultivation facility capacity re-rating of 300,000 (50ml) bottles equivalent of cannabis oils (~3,000 kg flower p.a.)
- ✓ First crop harvested from expanded facility
- Expanded facility improves supply reliability and capacity
- ✓ Option to double current cultivation capacity with further expansion if necessary
- Existing supply lines with multiple suppliers of highquality third-party raw material to supplement production capacity





# Capability - Manufacturing



### Fully Licensed and Diversified Manufacturing Capability

- ✓ ODC and TGA-GMP licensed in-house manufacturing facility capable of producing:
  - flower:
  - extracts (oils);
  - tinctures; and
  - active pharmaceutical ingredients (APIs)
- ✓ EU-GMP compliance allows LGP to deliver products to countries in Europe and the Americas
- ✓ Additional high-volume manufacturing and R&D capability with exclusive third party GMP licensed partner¹
- ✓ Ready for production at scale to support offshore sales
- ✓ Diversified manufacturing enables de-bottlenecking and cost efficiencies with a focus on driving margin improvement







# Facility Tour



## Patient Access and Education



### Partnership with HIF Australia

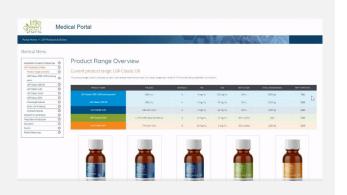
- ✓ Entered into strategic partnership with Health Insurance Fund of Australia (HIF)
- ✓ HIF the first private health insurance fund to publicly support and rebate cannabis medicines, with eligible members to receive a rebate of up to \$105¹
- ✓ HIF to support large scale study and further research





### **Proprietary Medical Portal**

- ✓ LGP has launched a proprietary Medical Portal to drive patient access and education for medical professionals
- ✓ The Medical Portal is focussed on:
  - the latest regulatory framework;
  - prescriber support on access pathways, clinical evidence, and research
  - access to LGP product catalogue; and
  - exclusive educational resources and insights on medicinal cannabis



## Sales and Distribution



### Commercial Sales Volumes into International Markets

- ✓ Strong domestic growth in sales, prescribers and patients
- ✓ LGP inhouse GMP licence recognized in EU
- ✓ Australian-first export of commercial shipment to Germany
- ✓ Third global medicinal cannabis producer to deliver full plant cannabis extract medicines into Germany after Tilray and Aurora
- ✓ First cannabis flower shipment to Germany anticipated in Q1 CY 2021
- ✓ Building German business development and operational team
- ✓ Ongoing exports of cannabis medicines into UK
- ✓ Ongoing distribution network growth in EU and South America

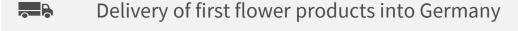


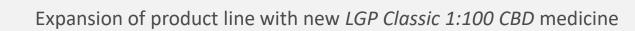


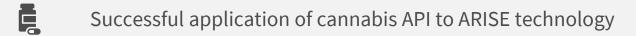
# News Flow – making solid progress

Significant commercial progress as LGP executes growth strategy















2018 First Australian products



Each LmL contains tetrahydrocannahind THC] forms and cannabidiot (CBO) 5mg 50m (\_

GP CLASSIC 20:5



