

27 April 2022

Quarterly Investor Update presentation

Ecofibre Limited (Ecofibre, Company) (ASX:EOF, ADR: EOFBY) confirms that it will host a quarterly investor update and webcast as follows:

Date: Wednesday, 27 April 2022
Time: 10:30am AEST
URL: <https://webcast.openbriefing.com/8675/>

A copy of the presentation by Ecofibre CEO Eric Wang is attached.

Investor Relations and Media please contact:

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About Ecofibre

Ecofibre is a provider of hemp products in the United States and Australia.

In the United States, the Company produces nutraceutical products for human and pet consumption, as well as topical creams and salves. See www.anandaprofessional.com. The Company also supplies its leading Ananda Hemp CBD products to Australians via the SAS B program. See www.anandahemp.com.au.

In Australia, the Company grows and produces hemp food products including protein powders, de-hulled hemp seed and hemp oil. See www.anandafood.com.

The Company also develops and sells innovative hemp-based textile and other products in the United States. See www.hempblack.com.

The Company owns or controls key parts of the value chain in each business, from breeding, growing and production to sales and marketing. Our value proposition to customers is built on strong brands and quality products.

Authorisation

This document is authorised to be given to the Australian Securities Exchange (ASX) by the Board of the Company.



ECOFIBRE

April 2022

SEEDING THE SOLUTION

Our focus is to be the global leader in sustainable hemp solutions that address health issues and decarbonize a wide range of emission intensive industries around the world.

INDUSTRIAL HEMP HAS DISTINCT ADVANTAGES

- Is legal in all major economies
- Arguably the most decarbonizing commercial biomass
- One of the highest quality plant proteins
- Natural source of cannabinoids with proven positive effects on the endocannabinoid system
- Industrial hemp can be used to produce more than 25,000 products



STALK



Fashion



Building & Construction



Bio-based composites



Conductive materials



Ink & coatings



Infrastructure



Healthcare



Bio-based plastics

FLOWER

Medicine



Supplements



Beauty Care Products



SEED

Food



Flour



Animal Feed



Oils



Protein Powder



Body Care Products



INDUSTRIAL HEMP IS OUR CORE INPUT.

Three lines of business:

NATURAL HEALTH CARE

Total
Addressable
Market (\$bn)

Sleep (\$67.4bn), anxiety (\$19.8bn),
Women's health (\$9.4bn)
Pain (\$52bn)

Key Products

Hemp-derived CBD products
CBD-based beauty range

Key Brands



STALK

SEED

FLOWER

PLANT-BASED FOOD

USD \$10.6bn growing
to \$15.6bn by 2026

Hemp hearts (seeds)
Hemp protein powders
Hemp seed oil
Equine feed and animal products



SUSTAINABLE INDUSTRIALS

Bio-based composites growing
to USD \$51.2bn by 2026

Carbon Black \$17.5bn, focused on
non-rubber market (\$1.75bn)

Bio-based composite products
Bio-based inks & coatings
Performance textiles



INDUSTRIAL HEMP IS OUR CORE INPUT.

Three lines of business:

STALK

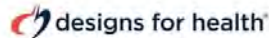
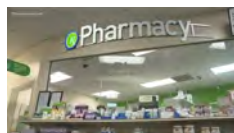
SEED

FLOWER

NATURAL HEALTH CARE

PLANT-BASED FOOD

SUSTAINABLE INDUSTRIALS



Key
Customers



Be the preferred provider in the practitioner and pharmacy channels

STATED PRIORITIES

6

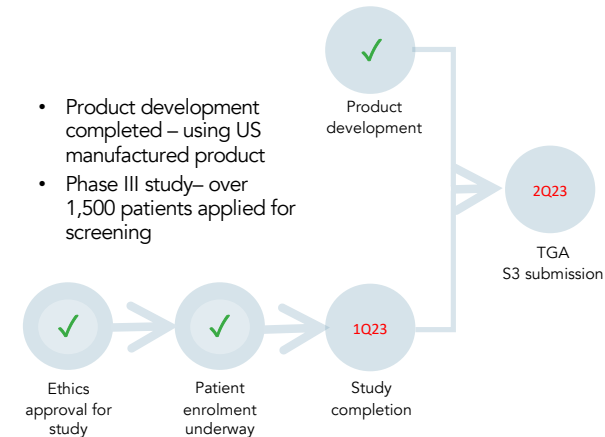
1. Be the #1 CBD brand for US pharmacies & healthcare professionals
2. Ensure our CBD customers stay with us for life
3. Be the #1 CBD brand in Australia
4. Advance gynecological cancer research portfolio towards commercial opportunities

3Q update

PHARMACY RECOVERY

- COVID-related challenges ending for independent pharmacies
- Pharmacy revenues up 37% on pcp and 7% on prior quarter
- Continued support to include new product development for sleep and specialty cannabinoids CBN and CBDa

AUSTRALIAN S3 PATHWAY



STATED PRIORITIES

1. Be the lowest cost producer
 - continuing to build processing scale
 - continuous improvement in crop yields resulting in lower input costs
2. Grow the category via product innovation and brand
 - launched new equine feed product in 2Q22
3. Be the leading provider of hemp fibre planting seed genetics in the US and Australia

3Q update

Soul Seeds acquisition

Successfully acquire Soul Seeds for \$0.3m

Shifts Coles supply relationship from 3rd party white label to direct supply, including contemporary retail brand

- drive same-store retail growth in Coles
- new product development for Coles
- expand Soul Seeds brand to other supermarkets, health food stores, and eventually export markets



Be the leading hemp food supplier in Australia



HEMP BLACK

Be the recognized global leader in sustainable, high-tech, hemp solutions

STATED PRIORITIES

8

1. Fill manufacturing capacity with existing and new clients
2. Establish new use cases for /eco6 as a 100% bio-based carbon black

3Q update

Turf line expansion

Expanding turf business to meet customer demand

- Progressive expansion to increase output and supply by ~3x within the next 15 months
- Delivering new performance properties such as anti-microbial and glow in the dark

New Composite Partners acquisition

Successfully acquire New Composite Partners for \$0.3m

Wisconsin based boutique consultancy focused on bio-plastics

Enables commercial sales efforts into the highly attractive bio-based composites market.

“

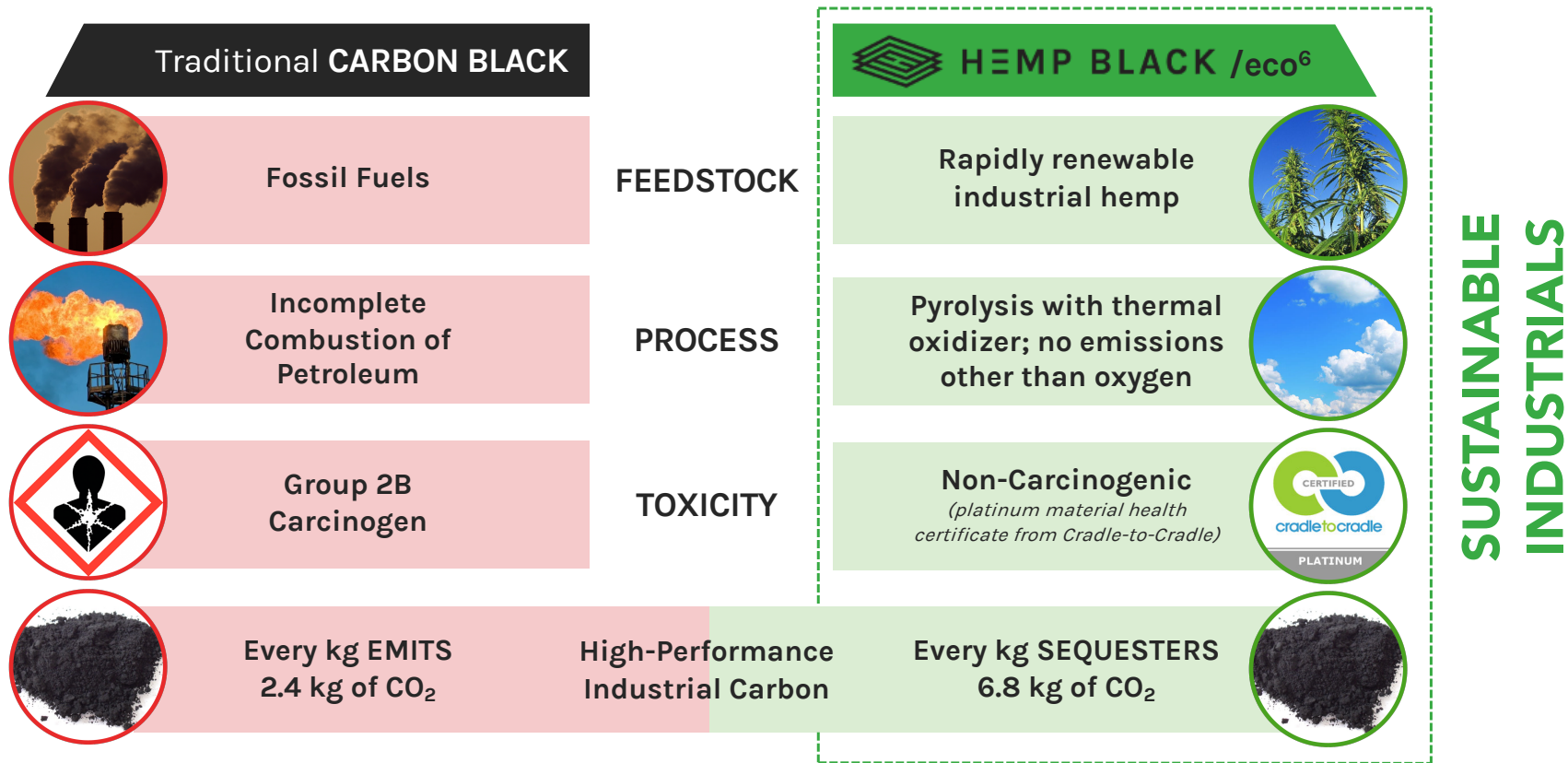
Every company and every industry will be transformed by the transition to a net zero world. **The question is, will you lead, or will you be led?**”

”

LARRY FINK

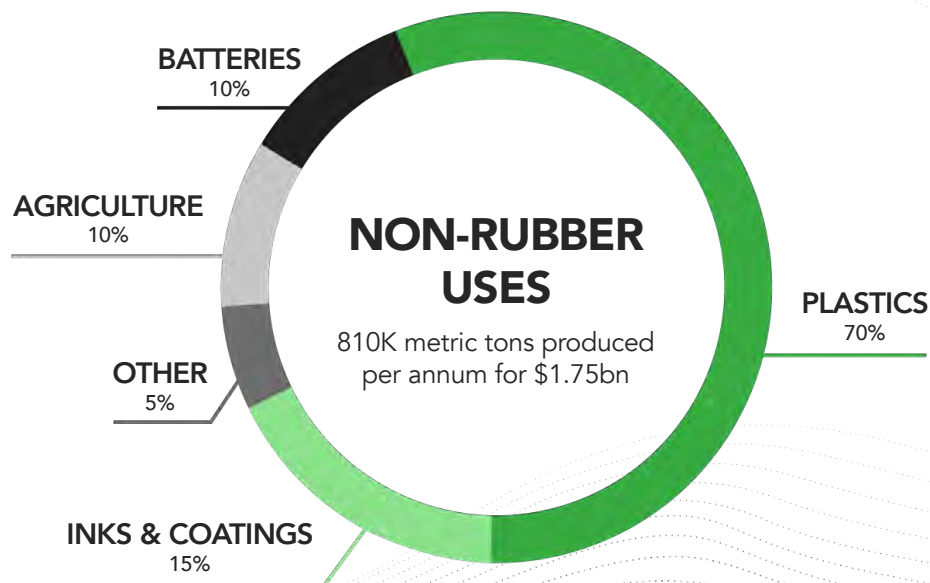
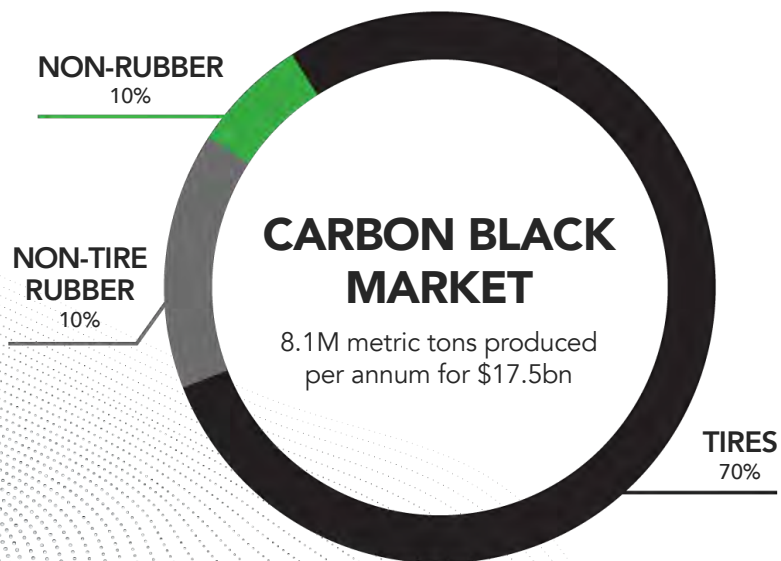
CEO Blackrock, January 2022





Hemp Black /eco⁶

Ecofibre's /eco⁶ patents open opportunities as a direct replacement for carbon black as an ingredient in the plastics, inks and coatings segments



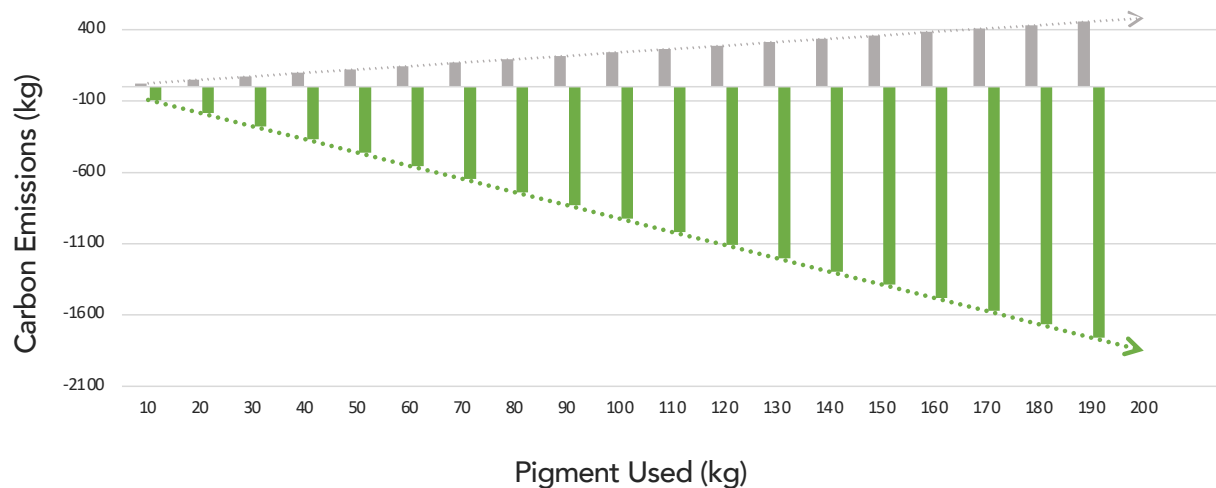


- The global plastic pallets market size is expected to reach \$10.4bn USD by 2028
- Fastest growing segment of pallets
 - single use to multi-use pallets for sustainability
 - wood to plastic due to safety for food and pharmaceutical industries (pest and bacteria free)
- Hemp Black positioned to seed the solution
 - leverage previous investment in capacity
 - /eco6 patents for bio-based solution
- Enhanced solution in development
 - first player to have bio-based solution for plastic pallets
 - support customers with decarbonization





Bottom line: for every kilogram of Hemp Black used in lieu of traditional Carbon Black...



CARBON BLACK emits
2.4 kg of CO²



HEMP BLACK sequesters
6.8 kg of CO²

■ Emissions from carbon black (kg)

■ Net impact by replacing with Hemp Black (kg)

.....> Trend (carbon black)

.....> Trend (HB)

3Q22 APPENDIX 4C SUMMARY

Cash movements	3Q22	YTD
Opening cash	5.9	8.6
Operating	(3.7)	(9.0)
Investing	(0.7)	(2.2)
Financing	3.4	7.4
Fx movements	0.2	0.3
Closing cash	5.1	5.1

- 3Q22 operating cashflow reduced due to receivables movement (\$0.6m). Note also \$6.6m US government tax refund and Employee Retention Credit due.
- 3Q22 financing includes \$3.5m, 15-month loan

Revenue	3Q21 (pcp)	2Q22 prior qtr	3Q22
Hemp Black	3.0	3.3	3.6
Ananda Health	2.9	3.1	2.9
Independent Pharmacy	1.7	2.1	2.3
Ananda Food	0.9	1.2	0.8
Total	6.8	7.6	7.4

- Ongoing growth in Hemp Black revenues
- Ananda Health core pharmacy revenue stronger
- 2Q22 Ananda Food revenue included \$0.5m seasonal US planting seed sale

● **ECOFIBRE IS “SEEDING THE SOLUTION”**

... NATURAL HEALTH CARE
... PLANT BASED FOODS
... SUSTAINABLE INDUSTRIALS

**WE AIM TO DELIVER A MEASURABLE IMPACT
FOR INVESTORS, BUSINESS PARTNERS & THE WORLD**