

March 2025
Quarterly & Appendix 4C
Investor presentation



ASX:LGP

MARCH 2025

The most trusted
medicinal cannabis brand



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Little Green Pharma



5 BRANDS



31 PRODUCTS



4 FACILITIES



30t
PRODUCTION CAPACITY



11
DISTRIBUTION TERRITORIES



13 SPONSORED
STUDIES / TRIALS



94 STAFF ACROSS
5 COUNTRIES



20+ STRAINS
GENETICS BANK

Revenue and cash receipts

LGP FY25 revenue of \$36.6 million (unaudited) representing over 40% growth from prior year, with Health House generating further \$0.8 million in third party product sales in two months post acquisition

LGP revenue of \$9.6 million (unaudited) consistent with prior quarter and up over 30% from prior corresponding period, with record March month of \$4.0 million (unaudited)

LGP cash receipts of \$9.6 million up nearly 20% from prior corresponding period with Health House generating further \$0.7 million in cash receipts

LGP revenue consistent with prior quarter despite traditionally slow January, with cash receipts down due to timing of receipts associated with slow January and pending collection from record March sales

LGP cash receipts vs revenue (\$000's)*



*Graph shows LGP revenue and receipts excluding Health House.

Revenue by product category



Flower sales increased by over 10% predominantly driven by 115% increase in flower sales in Europe offset by 10% reduction in flower sales in Australia

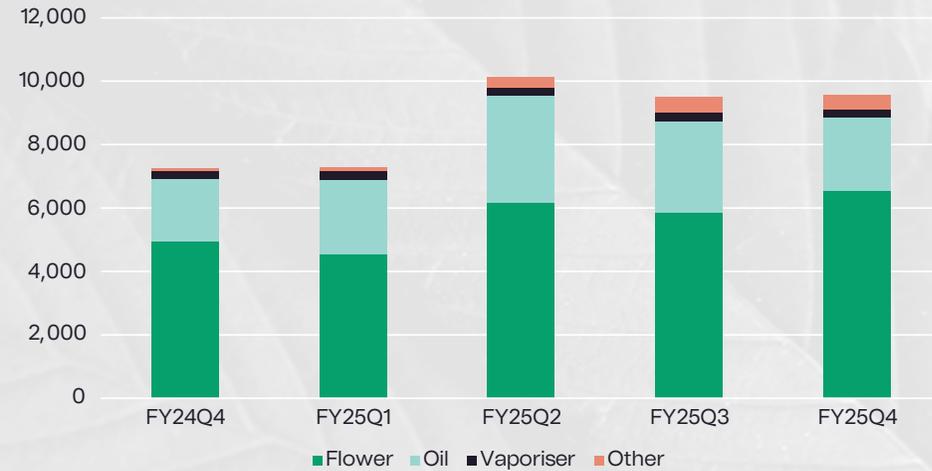


Oil sales down 10% in Australia with French oil sales coming off record prior quarter of \$0.8 million (unaudited) to \$0.5 million (unaudited) in current quarter

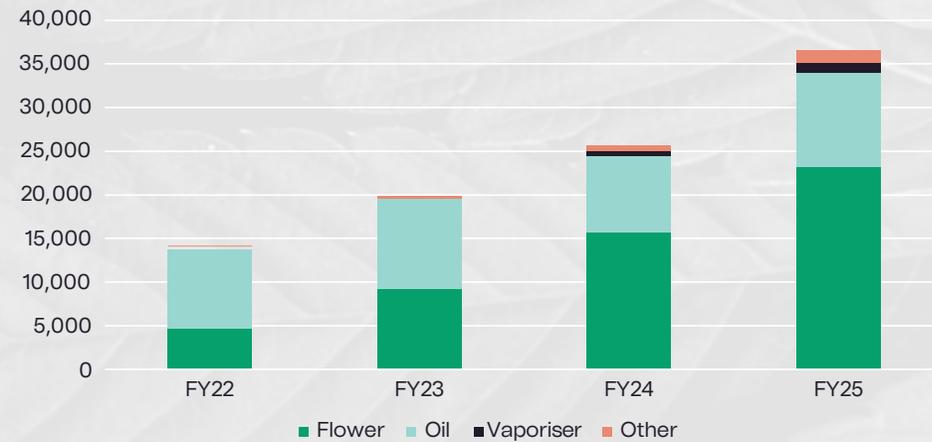


Vaporiser sales down 10% due to cyclically slow January

LGP revenue by product category (\$'000's)*



Annual LGP revenue by product category (\$'000's)*



*Graph shows LGP revenue excluding Health House.

Revenue by segment



European sales up nearly 50% driven by 115% increase in flower sales into Germany and the United Kingdom offset by 35% reduction in oil sales into France



Australian sales down 10% with all product lines down by a similar amount predominately due to cyclically slow sales in January

LGP revenue by segment (\$000's)*



Annual LGP revenue by segment (\$000's)*



*Graph shows LGP revenue excluding Health House.

Revenue by brand



White label sales up 105% driven by significant growth in flower sales into Germany and the United Kingdom



CherryCo sales up 10% on prior quarter with stock on hand now at appropriate levels



LGP brand sales down 20% due predominantly to cyclically slow January

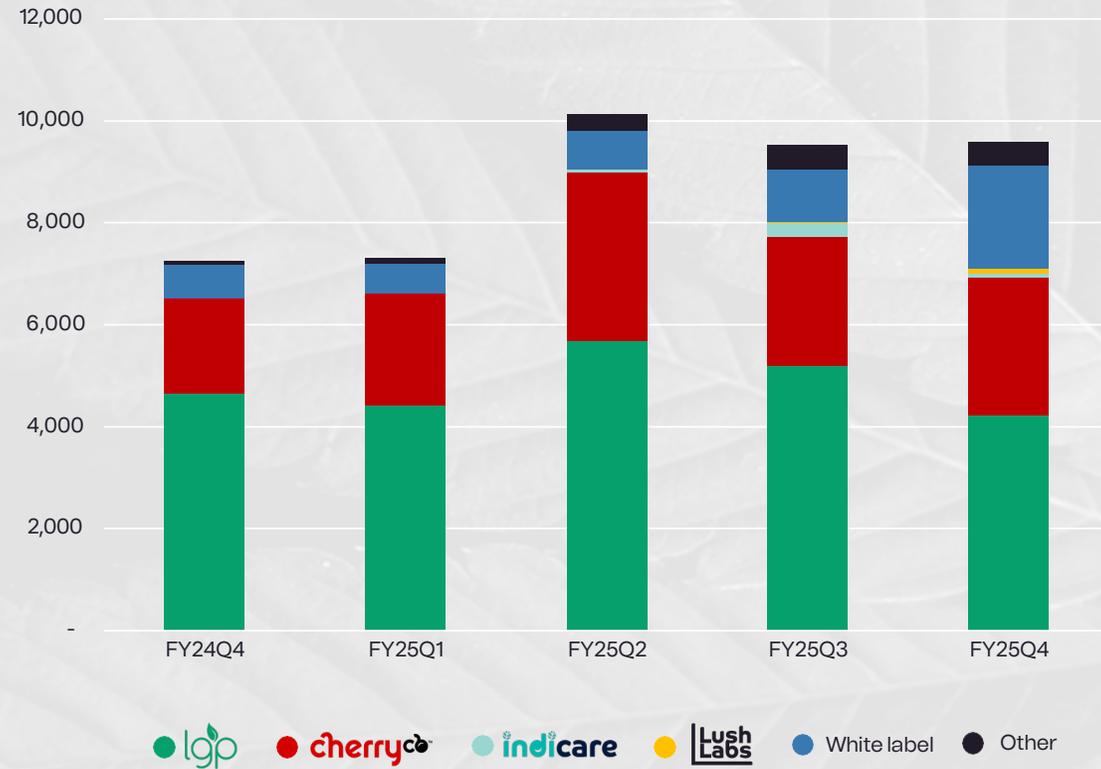


Indicare sales down \$0.2 million due to a one-off bulk purchase in the prior quarter



New Craft brand Lush Labs launched late December generated \$0.1 million in sales during quarter

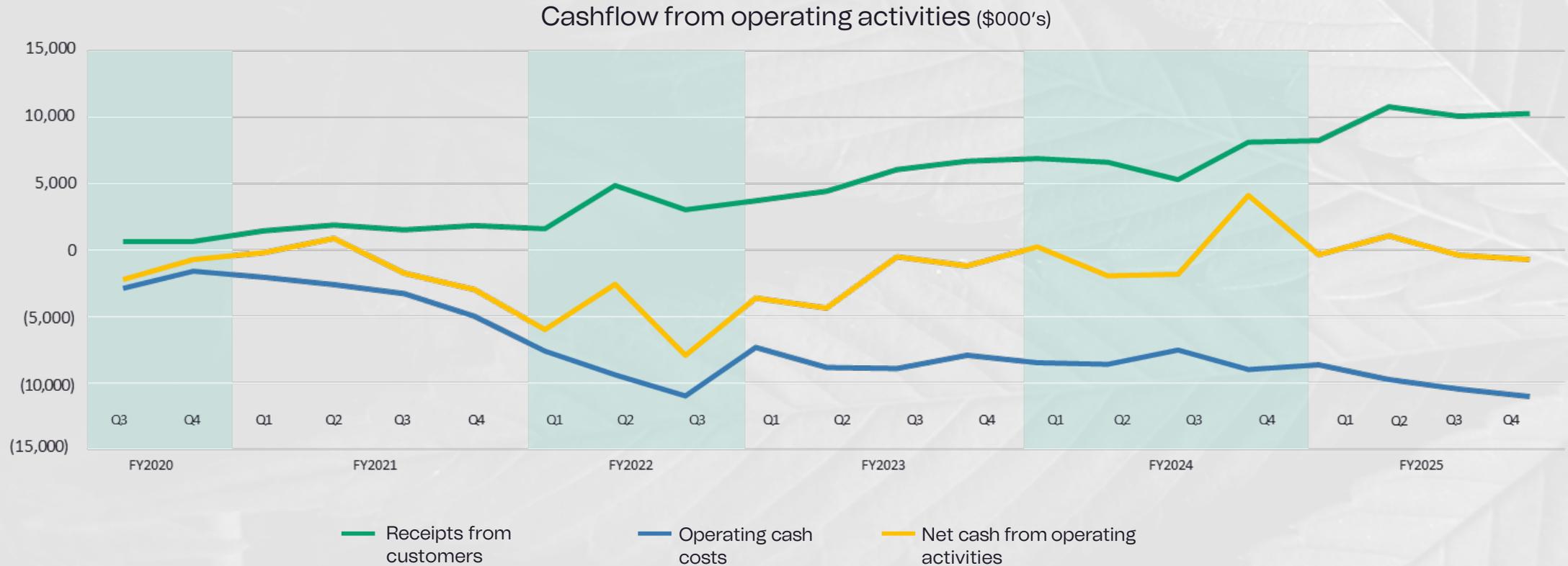
LGP revenue by brand (\$000's)*



*Graph shows LGP revenue excluding Health House.

Net cashflows from operations

Net operating cash outflows of \$0.8 million driven by settlement of certain historical Health House liabilities combined with LGP's working capital and inventory requirements to meet increased demand along with record March sales for which receipts will be collected in the following months



EV, NTA, cash, debt and revenue



Company's net tangible assets continue to significantly exceed enterprise value



Minimal long-term debt of \$3.1 million with NAB loans extended to 30 June 2027



Cash in bank of \$2.4 million as at 31 March 2025, down from \$3.7 million at 31 December 2024



Enterprise value is 1x revenue and 0.5x Net Tangible Assets despite Compound Annual Revenue Growth of 40% per year since 2022

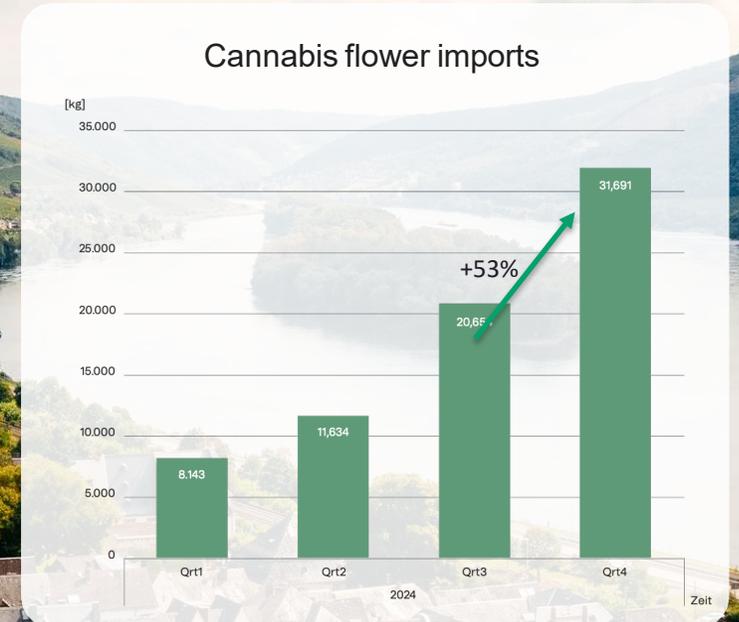
EV, NTA, cash, debt & annualised revenue (\$'000's)



Strong market growth globally

Germany

- Legalisation helped drive ~72 tonnes of imports across CY24, of which 31.7 tonnes was imported in CY24Q4 alone, a record quarterly result and up 53% on CY24Q3¹
- By way of comparison, legalised cannabis contributed CA\$7.4 billion to Canada’s economy in 2024, more than potash (CA\$5.52 billion), video games (CA\$5.1 billion), wineries, breweries and distilleries (CA\$3.8 billion), gold and silver ore mining (CA\$5.37 billion), forestry and logging (CA\$3.3 billion and fishing (CA\$2.1 billion)²
- New German governing coalition has retained adult use legislation, with review due end of CY25



1. https://www.bfarm.de/DE/Bundesopiumstelle/_FAQ/Medizinisches-Cannabis/MedCan-Einfuhr-Ausfuhr/faq-liste.html

2. Cannabis Council of Canada based on Statistic Canada 2024 report

Strong market growth globally (cont.)

France

- France's Health Ministry submitted three draft decrees to the European Commission covering cultivation, product authorisation and quality standards in late March 2025
- Transition period extended to 31 March 2026 ensuring uninterrupted patient access
- Commercial market expected to open late CY25 / early CY26 following 3–6 month EU notification period
- Company preparing dossier submissions for product registration



Strong market growth globally (cont.)

Spain

- Spain's Royal Decree submitted to European Commission on 23 January 2025
- Spanish Government intends to approve the Royal Decree by mid CY25. Product monographs may be released by Spanish Medicines Agency within 3 months thereafter
- Initial framework focused on standardized cannabis preparations for limited indications
- LGP currently holds 6.5% of a Spanish cultivation operation



Health House update

- ✔ Successful acquisition of Health House medicinal cannabis distribution business on 1 February 2025
- ✔ Integration currently underway and ahead of schedule
- ✔ Majority of Health House customers retained validating strategic fit
- ✔ Health House complements LGP's strategy of vertical integration amid industry consolidation
- ✔ Medicinal cannabis distributor revenue recognition under IFRS currently being considered



Brand & product update

- Company shortlisted for Cannabiz Awards 2025 for Company of the Year, Business Leader of the Year, Best Place to Work, and Best Education or Engagement Initiative, with results to be announced in late May 2025
- Company to launch a new specialised brand targeting a specific demographic in the current quarter





the **QUEST** update
initiative

- 12-month QUEST Study results published in peer-reviewed journal PLOS One
- Study finds long-term efficacy of LGP medicinal cannabis for various chronic conditions
- Follow-up results from 2,353 patients show:
 - clinically meaningful improvements across HRQL, fatigue, and sleep
 - significant reductions in anxiety, pain, depression, and sleep disorders
- See ASX announcement dated 4 April 2025 for further detail and read publication: <https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0320756>

Clinically meaningful change

Standardised measure of effect (Cohen's coefficient)¹



reset update

MIND SCIENCES

- First patient completed both treatment arms and 12-month follow-up
- Clinical outcomes favourable; formal results expected mid-2026
- Department of Veterans Affairs confirms it will fund MDMA and Psilocybin assisted therapies for veterans with post-traumatic stress disorder and treatment resistant depression



Corporate overview

Capital structure

Current share price ¹	\$0.115
Shares outstanding ¹	~304 million
Options and performance rights on Issue ²	~24 million
Market capitalisation (undiluted)	~\$35 million
Cash reserves (31 March 2025)	~\$2.4 million
Long term debt (31 March 2025)	~\$3.1 million

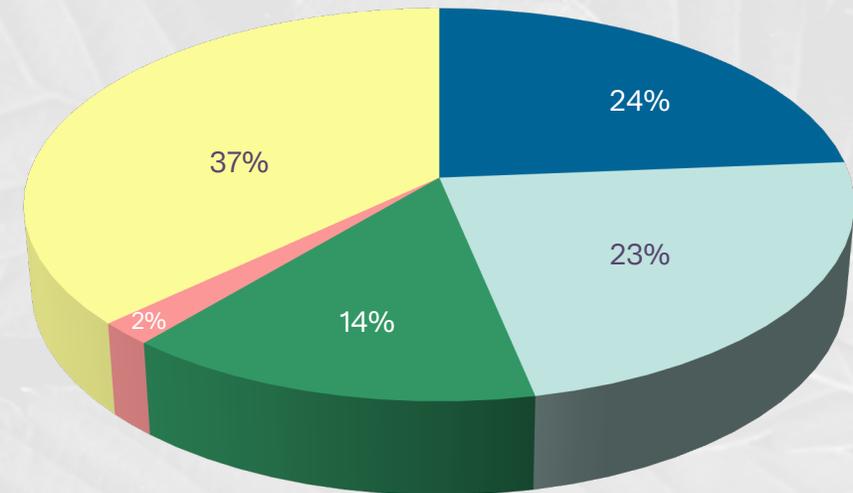
Substantial shareholders

Shareholder	Shareholding	Ownership
TIGA TRADING PTY LTD (THORNEY INVESTMENTS)	60m	19.7%
MS FLETA JENNIFER SOLOMON	21.8m	7.2%
Top 20 shareholders	153.6m	50.5%
Board ownership	39.7m	13.0%

1. As at 8 May 2025

2. Comprising 10.5 million performance rights, 6.2 million share rights and 7.2 million unlisted options with various terms and conditions

Shareholder structure



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

Delivering on strategy

- Development of Health House business including implementation of synergies and cost savings
- Continue to meet rapidly growing Germany & UK flower supply through expanded facilities and launch CherryCo brand in June at Mary Jane conference in Germany
- Preparation and lodgment of French dossiers for new French market
- Growth of Lush Labs craft brand and launch of new demographic specific brand and new formulations
- Identifying opportunities in continued consolidation of global medical cannabis market





Q&A

Paul Long, Managing Director

A world of *difference*

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