

MMJ Group Holdings Limited Suite 518, Level 5 165-167 Phillip Street Sydney NSW Australia 2000

www.mmjgh.com.au info@mmjgh.com.au

**ASX RELEASE** 

13 August 2020

### MMJ Investment Portfolio Report as at 31 July 2020

**MMJ Group Holdings Limited (ASX: MMJ/OTC Code MMJJF) ("MMJ")** is an Australian-listed company that specialises in managing a portfolio of investments along the cannabis value-chain in Australia, Canada, and Europe.

### **MMJ Investment Portfolio Report**

MMJ is pleased to provide the MMJ Investment Portfolio Report as at 31 July 2020 which includes the disclosure pursuant to Listing Rule 4.12.

-----

### **Investor and Media Enquiries**

Announcement authorised for release to ASX by: Jim Hallam Chief Financial Officer and Company Secretary E: Compsec@mmigh.com.au

#### **About MMJ**

MMJ is a global cannabis investment company (ABN 91 601 236 417). MMJ owns a portfolio of minority investments and aims to invest across the full range of emerging cannabis-related sectors including healthcare, technology, infrastructure, logistics, processing, cultivation, equipment and retail. For MMJ's latest investor presentation and news, please visit: https://www.mmjgh.com.au/investors/

### Important Notice

This announcement contains reference to certain intentions, expectations, future plans, strategy and prospects of MMJ. Those intentions, expectations, future plans, strategy and prospects may or may not be achieved. They are based on certain assumptions, which may not be met or on which views may differ and may be affected by known and unknown risks. The performance and operations of MMJ may be influenced by a number of factors, many of which are outside the control of MMJ. No representation or warranty, express or implied, is made by MMJ, or any of its directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved either totally or partially or that any particular rate of return will be achieved. Given the risks and uncertainties that may cause MMJ's actual future results, performance or achievements to be materially different from those expected, planned or intended, recipients should not place undue reliance on these intentions, expectations, future plans, strategy and prospects. MMJ does not warrant or represent that the actual results, performance or achievements will be as expected, planned or intended. Nothing in this material should be construed as either an offer to sell or a solicitation of an offer to buy or sell securities. It does not include all available information and should not be used in isolation as a basis to invest in MMJ. This document does not constitute any part of any offer to sell, or the solicitation of an offer to buy, any securities in the United States or to, or for the account or benefit of any "US person" as defined in Regulation S under the US Securities Act of 1993 ("Securities Act"). MMJ's shares have not been, and will not be, registered under the Securities Act or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States or to any US person without being so registered or pursuant to an exemption from registration including an exemption for qualified institutional buyers.



# MMJ's Investments sit across most of the cannabis and hemp value chain

Capital is allocated to potential market leaders, consolidators and takeover targets

Cultivation	Extraction	Crystallisation and R&D	Product Manufacture	Retail	Patient
WEEDME	Em <mark>ó</mark> ark	Bien	Em <mark>6</mark> ark	VITAGENNE™	cannabis Q access
HARVEST ONE weedmd	Sequoya \$	Em <mark>ó</mark> ark	Bien H HARVEST ONE	HARVEST ONE	

#### Important Notice

This announcement contains reference to certain intentions, expectations, future plans, strategy and prospects of MMJ. Those intentions, expectations, future plans, strategy and prospects may or may not be achieved. They are based on certain assumptions, which may not be met or on which views may differ and may be affected by known and unknown risks. The performance and operations of MMJ may be influenced by a number of factors, many of which are outside the control of MMJ. All information is unaudited unless stated otherwise. No representation or warranty, express or implied, is made by MMJ, or any of its directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved either totally or partially or that any particular rate of return will be achieved. Given the risks and uncertainties that may cause MMJ's actual future results, performance or achievements to be materially different from those expected, planned or intended, recipients should not place undue reliance on these intentions, expectations, future plans, strategy and prospects. MMJ does not warrant or represent that the actual results, performance or achievements will be as expected, planned or intended. Nothing in this material should be construed as either an offer to sell or a solicitation of an offer to buy or sell securities. It does not include all available information and should not be used in isolation as a basis to invest in MMJ. This document does not constitute any part of any offer to sell, or the solicitation of an offer to buy, any securities in the United States or to, or for the account or benefit of any "US person" as defined in Regulation S under the US Securities Act of 1993 ("Securities Act"). MMJ's shares have not been, and will not be, registered under the Securities Act or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States or to any US person without being so registered or pursuant to an exemption from reg



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

### **About MMJ**

MMJ (ASX Code MMJ/OTC Code MMJJF) is a global cannabis investment company (ABN 91 601 236 417).

MMJ owns a portfolio of minority investments and aims to invest across the full range of emerging cannabis-related sectors including healthcare, technology, infrastructure, logistics, processing, cultivation, equipment and retail.

MMJ is the only listed Australian investment company which offers the opportunity to Australian investors to invest in unlisted and listed cannabis-related businesses in Australia and offshore.

MMJ has a proven track record in acquiring and realising considerable value from its cannabis related investments.

Since 2015, MMJ has created a significant number of investment opportunities from its connections in Canada and Australia in the private investment sector and realised exits when it is to the benefit of MMJ and its shareholders:

20 Primary Acquisitions 4

10

Follow on investments<sup>1</sup>

Private Sale of to public investments

### MMJ Investment Performance<sup>2</sup>

MMJ Historical Performance - period ended						
	1 month	3 months	Financial year to date	12 months	Since inception	
Pre tax return	(7)%	(14)%	(7)%	(57)%	(23)%	
Benchmark	3%	9%	3%	(53)%	(32)%	
Out/(under) performance	(10)%	(23)%	(10)%	(4)%	8%	

For MMJ's latest investor presentations and news, please visit www.mmjgh.com.au

**General Investor Queries** 

Share Registry

E: info@mmjgh.com.au W: mmjgh.com.au Automic Registry Services

P: 1300 288 664

W: automic.com.au

### **Performance Update**

Net Tangible Asset Value Per Share Before Tax<sup>3</sup> as at 31 July 2020

\$0.1664

Total Portfolio as at 31 July 2020

\$38m

Investment Return Since Inception<sup>4</sup> as at 31 July 2020 (per annum)

(23)% pa

Key Metrics as at		31-Jul-20	AUD
Net Asset Value	m		39
Investee Porfolio (ex cash)	m		37
Cash	m		1.0
Net Tangible Asset per share - pre-tax (issued pursuant to LR 4.12)			0.1664
Net Tangible Asset per share - post tax (issued pursuant to LR 4.12)			0.1664
Net Asset Value per share			0.1695
MMJ share price (ASX)			0.100
Market capitalisation	m		23
Number of investments (ex cash)			12
ASX Investment Type			Listed Investment Company
Initial Public Offering Date (inception date)			22-Jan-15
No. of ordinary shares on issue	m		230

<sup>&</sup>lt;sup>1</sup> Includes investments in existing investees

MMJ uses the Alternative Harvest ETF (ticker symbol MJ) as its investment benchmark for the MMJ portfolio as it is a highly liquid portfolio trading in the North American market (where most of MMJ's holdings are based). MJ is listed on the New York Stock Exchange

<sup>&</sup>lt;sup>3</sup>.Net Tangible Asset Value per share – net tangible assets per share before tax on unrealised gains on investment portfolio

 $<sup>^{\</sup>rm 4}$  Inception is 30 June 2018 being the date when MMJ commenced accounting for investments as an investment entity



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

#### **MMJ NEWS**

### Performance of MMJ Portfolio for July 2020

#### **Investment Performance for Year to Date**

MMJ's portfolio management has focussed on two key themes:

- a) MMJ has been actively supporting the operational and financial restructuring plans of Harvest One Cannabis (HVT).
- b) Creating a diversified portfolio of CBD and cannabis investments in cultivation, extraction and consumer products with material investments in Embark Health, Weed Me, WeedMD, Sequoya, Volero and Bespoke.

The current downturn in global financial markets will delay liquidity events in some of these material investments – however the individual businesses are realising opportunities to capitalise on the growing demand for CBD and cannabis products in North America and Europe. MMJ believes that the HVT share price materially undervalues the opportunities provided by its existing portfolio as the Canadian investment market recovers and provides the opportunity for investors to acquire MMJ shares at an attractive price to their intrinsic value.

#### **Investment Performance for Month**

During July, MMJ NAV generated a negative return of 7% primarily due to the decline in listed share price of Harvest One and continued impact of rising AUD against the CAD. Of note the portfolio as at 31 July 2020 has lost approximately 9% of its value since 31 March 2020 due to the rising AUD against the CAD<sup>5</sup>.

### Portfolio management events<sup>6</sup>

During July, MMJ's material investments made significant announcements in terms of achievement of business objectives and funding their operations:

- a) Harvest One (HVT) (19% of portfolio) HVT continues to achieve completion of the sale of the Duncan Facility and its related operations in line Harvest One's strategic transition to a cannabis-focused Consumer Packaged Goods ("CPG") company.
- b) **Embark Health** (**Embark**) (27% of portfolio) In June 2020 Embark announced that they have entered into a binding letter of intent with TSXV listed Mesa Exploration Corp. pursuant to which Mesa and Embark intend to complete a reverse take-over of Mesa. MMJ believes that this liquidity event has the potential to provide a material improvement in MMJ's net asset value.
- c) **Trichomia Pty Ltd (Hemple)** MMJ executed and completed the sale of its minority investment in Hemple for the fair value booked at 30 June 2020.

### **MMJ's Funding Position**

MMJ is well positioned to create value from the existing portfolio with a liquid balance sheet and cashflows from investments:

- a) Total assets of \$38m with immaterial current liabilities.
- b) Cash of AUD1m and a portfolio of listed equities (CAD4m), listed convertible loans (CAD3m) and unlisted loan securities (CAD6m) which provide MMJ interest income with flexibility to fund flow on investments, effect timing of investment exits and MMJ's operating requirements.

### **Future Investment Opportunities**

MMJ holds warrants (similar to 'options' in Australia) and contractual rights in a number of its existing listed and unlisted investments which provide opportunities for MMJ to make follow-on investments in businesses at a discount to current valuations and where MMJ is well placed to understand their potential returns. MMJ holds the right to make follow on investments:

- a) Sequoya (European medicinal cannabis and CBD oil extraction)
- b) Weed Me (Canadian cannabis cultivation)
- c) Volero (Canadian cannabis vape manufacturer)
- d) WeedMD (Canadian cannabis cultivation and cannabis oil extraction)
- e) Embark Health (Canadian cannabis and CBD oil extraction)
- f) Harvest One Cannabis (Canadian cannabis consumer and wellness products).

 $<sup>^{\</sup>rm 5}$  In line with stated accounting policy, MMJ does not hedge foreign currency exposure

<sup>&</sup>lt;sup>6</sup> Details of MMJ's portfolio performance are contained in Appendix One



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

### **Embark Ventures Sector Update – July 2020**

During July of 2020, MMJ share price has increased by approximately 4% while our benchmark Alternative Harvest ETF has been almost flat. Broader markets as represented by the ASX 200 have been up by less than 1% through July.

Cannabis equities continue their slow recovery through 2020 as large Canadian and US producers continue to report mostly inline or better revenue numbers even as they battle against COVID19 headwinds. Closer to home, the upcoming New Zealand recreational cannabis referendum on September 19<sup>th</sup> has given a boost to cannabis names even in Australia. Indeed, we are seeing far more deal flow come across the table in anticipation of this referendum. If passed, the referendum would obviously be very positive for the space as a whole. However, we are tempering our enthusiasm with sobering facts about New Zealand's population and market size.

Coming back to the large North American bellwethers, while revenue numbers are a bright spot, costs remain the issue as EBITDA margins continue to disappoint. Cronos Group for example, recently reported June-ending quarterly sales numbers that were up from the prior quarter due to growth in Canadian and international sales but still reported negative gross margins and inventory write-offs. They lowered SG&A by almost 20% but are still a long way from reaching steady state profitability. However, Cronos does have over US\$1.25bln in cash on the balance sheet which means they can sustain negative gross margins for a while. A similar story is playing out for Canopy Growth as well. Canopy Growth also reported June-ending quarterly results that beat analyst forecasts. Part of the beat included a significant contribution from cannabis 2.0 products indicating strong consumer uptake for Canopy's beverages. Similar to Cronos, the company continued to report disappointing EBITDA while taking steps to reduce costs. A large cash position continues to bolster the balance sheet.

But not all companies have the balance sheets of these two bellwethers and getting costs in line has been a matter of life or death for smaller players. Cash is king and for those who are running low on it, cost control is the only mantra. We are very focused on making certain that our investee companies are focused on their balance sheet and cost control in addition to showing growth.

Speaking of growth and market size, new data indicates Canadian recreational sales at the retail level continue to reach new highs with C\$186mln<sup>7</sup> in total sales during May 2020, implying a C\$2.2bln annualized run-rate for all legal cannabis sales countrywide. Given that the Canadian liquor market is worth approximately C\$40bln annually, the cannabis industry still has quite a bit of headroom over the long term. All put together, the emergent story is that share prices have been reflective of underwhelming short-term performance but that significant long-term potential is still there. In terms of stock picking that means we tread carefully in the beginning so we can run fast in the second half of the race.

4

<sup>&</sup>lt;sup>7</sup> Source: Canaccord Research Report



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

# **Appendix One**

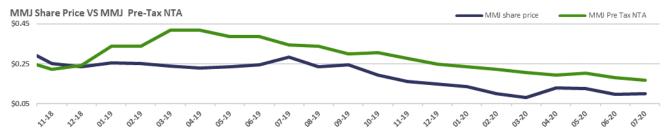
### 1. The year to date performance of MMJ's NTA is detailed below8:

### Table One

MMJ Historical Performance - financial year to date							
		30-Jun-18	30-Jun-19	30-Jun-20	31-Jul-20		
Share price \$	AUD	0.335	0.245	0.096	0.100		
Net Asset Value	AUD	0.2879	0.3721	0.1799	0.1695		
NTA Post Tax \$	AUD	0.2860	0.3718	0.1798	0.1664		
NTA Pre Tax\$	AUD	0.2900	0.3874	0.1798	0.1664		
Net Return - pre tax NTA - year to date		n/a	33.6%	(53.6)%	(57.0)%		
Premium/(discount) of share price to pre tax NTA		15.5%	(36.8)%	(46.6)%	(39.9)%		

### 2. Chart One demonstrates the current discount of the MMJ share price to the pre-tax net tangible asset value (NTA).

### Chart One



### 3. MMJ's investment portfolio is detailed in Table Two:

### Table Two

Investment	CSE/TSXV/ TSX Code	Initial Investment date	Country	Company type	Investment structure	Business	Book Value (unaudited) 31-Jul-20 AUDm	Weight	Book Value (unaudited) 30-Jun-20 AUDm	Weight
Harvest One	HVT	Apr-17	Canada	Listed	Shares, warrants and secured loan	Health and wellness	7.1	19%	8.9	23%
i lai vest Offe	1101	Api-17	Carlaua	Listeu	Shares, warrants and secured loan	products	7.1	1970	0.9	2370
WeedMD Inc.	WMD.WM and WMD.DB	Sep-19	Canada	Listed	Convertible Notes and warrants	Cultivation	3.0	8%	3.4	9%
Listed investments							10.1	26%	12.3	33%
Embark Health		Jul-18	Canada	Unlisted	Shares and Warrants	Extraction	10.3	27%	10.8	28%
Weed Me		Jul-18 Dec-17	Canada	Unlisted	Shares, warrants and convertible note	Cultivation	5.6	15%	5.8	13%
		Jul-19	Canada/	Unlisted	Convertible note, warrants and shares	Extraction	3.7	10%	3.6	8%
Sequoya		Jul- 19	Poland	Utilisted	Convertible note, warrants and shares	EXITACION	3.7	10%	3.0	0%
Volero		May-19	Canada	Unlisted	Shares and warrants	Vapes	2.5	6%	2.6	6%
Bespoke		Aug-19	Canada	Unlisted	Bespoke A Limited Partnership holds shares and founders warrants issued by Bespoke Capital Acquisition Corp (TSX listed)	Investment in cannabis businesses	2.3	6%	2.1	4%
					,		24.3	0.6	24.9	0.6
VitaGenne		Nov-18	USA	Unlisted	Shares	Hemp CBD	0.8	2%	0.8	2%
Cannabis Access		Apr-18	Australia	Unlisted	Shares	Clinics	0.8	2%	0.8	2%
Hemple		Mar-19	Australia	Unlisted	Shares and loan	Hemp CBD	0.0	0%	0.3	1%
Bien		Jun-18	Canada	Unlisted	Shares + warrants	Research and development	0.7	2%	0.7	1%
Martha Jane Medical		May-18	Australia	Unlisted	Shares	Extraction	0.5	1%	0.5	1%
J Supply		Feb-19	Canada	Unlisted	Shares	Retail stores	0.2	0%	0.2	1%
							2.8	7%	3.2	7%
Unlisted investments							27.2	71%	28.1	65%
Total portfolio							37.3	97%	40.4	99%
Cash							1.0	3%	1.0	1%
Total							38.3	100%	41.4	100%

 $<sup>^{\</sup>rm 8}$  The results for 30 June 2018, 30 June 2019 and 30 June 2020 are for the year ended on those dates



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

## **Appendix One** continued

### 4. Listed securities held by MMJ

MMJ holds the following shares and warrants in listed investees:

Table Three9

Investment	No. of shares	Number of notes	No. of warrants	Exercise price of warrants (CAD)	Warrants expiry
Harvest One	55,557,994	6,000,000	17,083,333	0.06	Refer Appendix One
WeedMD	-		3,750,000	1.80	25 Sep 2022

<sup>(</sup>a) MMJ exercised and sold unlisted warrants over common shares issued by MediPharm LABS (TSXV LABS) during May/June 2020.

### 5. Divestments by MMJ

The divestments<sup>10</sup> executed by MMJ are detailed below:

Table Four<sup>11</sup>

Divested Investment	Method of sale	Partial/ complete	Date of divestment	Net proceeds (AUDm)	Capital invested (AUDm)	моіс
MediPharm Labs	on market	complete	Jun-20	34.1	9.2	3.7
Bevcanna	on market	complete	Dec-19	0.6	0.8	0.8
Fire & Flower	on market	complete	Apr-20	1.5	1.0	1.5
Harvest One Canabis	on market	partial	Nov-18	3.6	4.5	0.8
Hemple	private sale	complete	Jul-20	0.3	1.3	0.2
Esense	on market	complete	May-18	0.4	0.5	0.8
Dosecann	takeover	complete	May-18	5.9	2.5	2.3
Total				46.4	19.8	2.3

### Note.

- (a) MMJ held unlisted warrants over common shares issued by Flower & Flower (TSXV FAF) which lapsed on 20 April 2020 as the market price (CAD0.58) was materially below the exercise price of CAD1.20 per share.
- (b) MMJ sold its shares in and loans to Hemple in July 2020.
- 6. Unlisted securities held by MMJ<sup>12</sup>
  - (a) Embark Health

MMJ was a foundation investor in Embark Health in July 2018 - the investment now comprises:

- i. 3.425m ordinary shares (approximately 12.7% shareholding) in Embark Health with a book value of CAD2.40 per share.
- ii. Warrants that provide the option for MMJ to acquire a further 1.0m shares at CAD1.75 each up with maturity date of two years after a Liquidity Event<sup>13</sup>.
- iii. Warrants that provide the option for MMJ to acquire a further 1.2m shares at CAD1.20<sup>14</sup> each up with maturity date of two years after a Liquidity Event.
- iv. Warrants that provide the option for MMJ to acquire a further 1.125m shares at CAD4.80 each up with maturity date of two years after a Liquidity Event.

<sup>&</sup>lt;sup>10</sup> The date of divestment is the date of sale of last parcel of securities

<sup>12</sup> Information as at 31 July 2020

<sup>&</sup>lt;sup>13</sup> A Liquidity event is an initial public offering or a material sale event

<sup>&</sup>lt;sup>14</sup> Exercise price has based on MMJ book value of CAD2.00 per share

# MMJ

# **Investment Portfolio Report**

MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

- v. MMJ had generated a total return<sup>15</sup> of 1.6 times on its investment.
  - (b) Weed Me

MMJ was a foundation investor in Weed Me in December 2017 which now comprises:

- 3.46m shares (book value of CAD1 per share) representing approximately 14% of Weed Me's issued capital and 3.46m warrants each convertible at CAD0.8666.
- ii. CAD1m convertible note ("the Note") with a first ranking charge, bears interest at a rate of 8% per annum and is repayable on 7 August 2020. The Note is convertible at MMJ's option up to 7 August 2020 into 0.666m Weed Me shares and 0.666m warrants which entitle MMJ to acquire one share at an exercise price of CAD1.60 up to 7 August 2021.
- iii. MMJ had generated a total return of 1.8 times on its investment in Weed Me.
  - (c) Sequoya

MMJ was a foundation investor in Sequoya – the investment now comprises:

- CAD2.5m convertible note (advanced July 2019) is unsecured (subject to negative pledge) with an interest rate of 8% per annum and a maturity date of 19 July 2021. The convertible note is convertible (at MMJ's option) into Sequoya ordinary shares at CAD0.05 each.
- ii. CAD2.5m convertible note facility (executed April 2020) drawn to CAD0.35m, has first ranking security bearing interest of 8% per annum and a maturity date of 15 April 2021. The convertible note is convertible (at MMJ's option) into ordinary shares at CAD0.10 per share.
- iii. 19m ordinary shares (27% shareholding) in Sequoya.
- iv. MMJ had generated a total return of 1 times on its investment.
  - (d) Harvest One (HVT)

MMJ was a foundation investor in HVT – the investment now comprises:

- i. 55,557,994 common shares of HVT (the "Common Shares") with a market value of approximately CAD5.0 million.
- ii. A CAD2.0 million secured loan bearing interest of 15% per annum with a maturity date of June 8 with a deferred repayment date of the earlier of: (i) 31 August 2020; and (ii) the closing or termination of the Transaction. HVT granted MMJ a security interest in all current and after acquired property of HVT and its subsidiaries, subject to certain permitted liens and the subordination of MMJ's security interest in certain assets to be sold to Costa LLP.
- iii. 17,083,333 Common Share purchase warrants (the "Warrants"). Each Warrant entitles the holder to purchase one Common Share at a price of CAD0.06 at any time until the earlier of:
  - > the date of the further extension or renewal of the Loan; and
  - April 3, 2022.
- MMJ had generated a total return of 0.3 times on its investment.
- (e) WeedMD

MMJ's initial investment was made in September 2019 – the investment now comprises:

- CAD6m in 8.5% unsecured convertible debenture units issued by WeedMD which MMJ has the option to convert into 3.75m shares by 25 September 2022. The debenture units have preference over ordinary shares with interest paid to MMJ on quarterly basis.
- ii. Warrants that allow MMJ to acquire an additional 3.75m shares for CAD1.80 each by 25 September 2022.

<sup>&</sup>lt;sup>15</sup> The return comprises all cash income, sale proceeds, accrued income and fair value of investment at date of calculation



MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

- iii. MMJ had generated a total return of 0.6 times on its investment.
  - (f) Volero

MMJ was a foundation investor in 2019 – the investment now comprises:

- i. 5m ordinary shares (approximately 7% shareholding) carried at book value of CAD0.38 per share.
- ii. Warrants that provide the option for MMJ to acquire a further 2.5m shares at CAD0.65 each up with maturity date of 17 May 2022.
- iii. Warrants that provide the option for MMJ to acquire a further 2.5m shares at CAD0.65 each up with maturity date of 17 May 2022.
- iv. MMJ had generated a total return of 0.9 times on its investment.

#### 7. Valuation of Assets

MMJ values its cannabis investments by applying the following principles:

- (a) Listed securities the book value is based on the closing share prices for public companies at period end converted into Australian dollars at the relevant prevailing foreign exchange rates at month end.
- (b) Unlisted securities The book value is based on the most recent material funding round share prices for private companies converted into Australian dollars at the relevant prevailing foreign exchange rates. MMJ also takes in to account the recommendations of its asset manager, Embark Ventures, where it is considered that the fair value should be less than recent capital raisings due to outlook for the individual business.

The book values also include the unrealised gain arising from valuation of unlisted warrants using the Black-Scholes pricing model. The Black-Scholes attributes a value to warrants which may be "out of the money" at month end. The Black Scholes model is commonly used to determine the fair price or theoretical value for a call, or a put option based on six variables such as volatility, type of option, underlying stock price, time to expiry, strike price, and risk-free rate. The warrant valuation ascribed through Black Scholes assumes that the warrant is exercised on the expiry date of the warrant which may not be the actual outcome e.g. MMJ decides to exercise the warrant prior to expiry.

The Net Asset Value or NAV is calculated after deducting a provision for company tax on any net unrealised gains that may arise on such a theoretical disposal. MMJ does not hedge the carrying value of existing investments denominated in non-AUD currencies.

MMJ's financial statements are subject to statutory audit or review by our independent auditor BDO Audit (WA) Pty Ltd, at 31 December and 30 June each year.

#### Note:

- a) All information within this release is unaudited unless stated otherwise.
- b) The book value includes shares, convertible notes, options, loans and warrants.

#### 8. Dividend Policy

On 7 June 2019, MMJ announced its intention to distribute 20% of its annual profit after tax after excluding unrealised gains and losses on investments (Annual Profit). The policy would first apply in respect of the Annual Profit for the year ending 30 June 2020. The dividend would be payable within three months of each half year after the completion of the half year and annual financial statements. It is MMJ's intention that the dividend would benefit from available franking credits held by MMJ. The Company had a negative Annual Profit of \$1.4m for the half year ended 31 December 2019 (i.e. excluding unrealised gains and losses on investments) and accordingly no dividend has been declared in respect of the half year. The full year results for the year ended 30 June 2020 for MMJ will be released by 31 August 2020.





MMJ Group Holdings Limited (ASX: MMJ) | ABN 91 601 236 417

### Glossary

ABBREVIATION	Definition
AUD	means Australian dollars.
AASB	Australian Accounting Standards Board.
ACMPR	means Access to Cannabis for Medical Purposes Regulations.
ASX	means ASX Limited (ACN 008 624 691) or the financial market operated by ASX Limited, as the context requires.
ASX Listing Rules	means the Listing Rules of ASX.
B2B	Business to business
CAD	means Canadian dollars.
CBD	means Cannabidiol (CBD) is a crystalline, nonintoxicating cannabinoid in cannabis and hemp.
CBG	means Cannabigerol is the non-acidic form of cannabigerolic acid, the parent molecule from which other cannabinoids are synthesized.
Company or MMJ	means MMJ Group Holdings Limited (ACN 601 236 417).
EBITDA	means Earnings before Interest, Tax, Depreciation and Amortisation.
GMP	GMP stands for Good Manufacturing Practices and refers to a system of manufacturing that guarantees reproducibility of product quality to set specifications.
LPs	Canada's Licensed Producers of Cannabis Products
M	means million
MMPR	means Marihuana for Medical Purposes Regulation
MOIC	means multiple on invested capital
NTA	means net tangible assets.
Option	means an option to acquire a Share usually at predetermined price.
Share	means a fully paid ordinary share in the capital of the Company.
Shareholder	means a registered holder of a Share.
THC	means THC is the principal psychoactive constituent of cannabis
TSXV	Toronto Stock Exchange Venture
Warrant	means an option to acquire a Share usually at predetermined price.
WST	means Western Standard Time as observed in Perth, Western Australia.