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September 2025  
Quarterly & Appendix 4C  
*Investor presentation*

little  
green  
pharma

ASX:LGP

SEPTEMBER 2025

The most trusted  
medicinal cannabis brand



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# Little Green Pharma



5 BRANDS



37 PRODUCTS



4 FACILITIES



30t  
PRODUCTION CAPACITY



11  
DISTRIBUTION TERRITORIES



13 SPONSORED  
STUDIES / TRIALS



92 STAFF ACROSS  
5 COUNTRIES



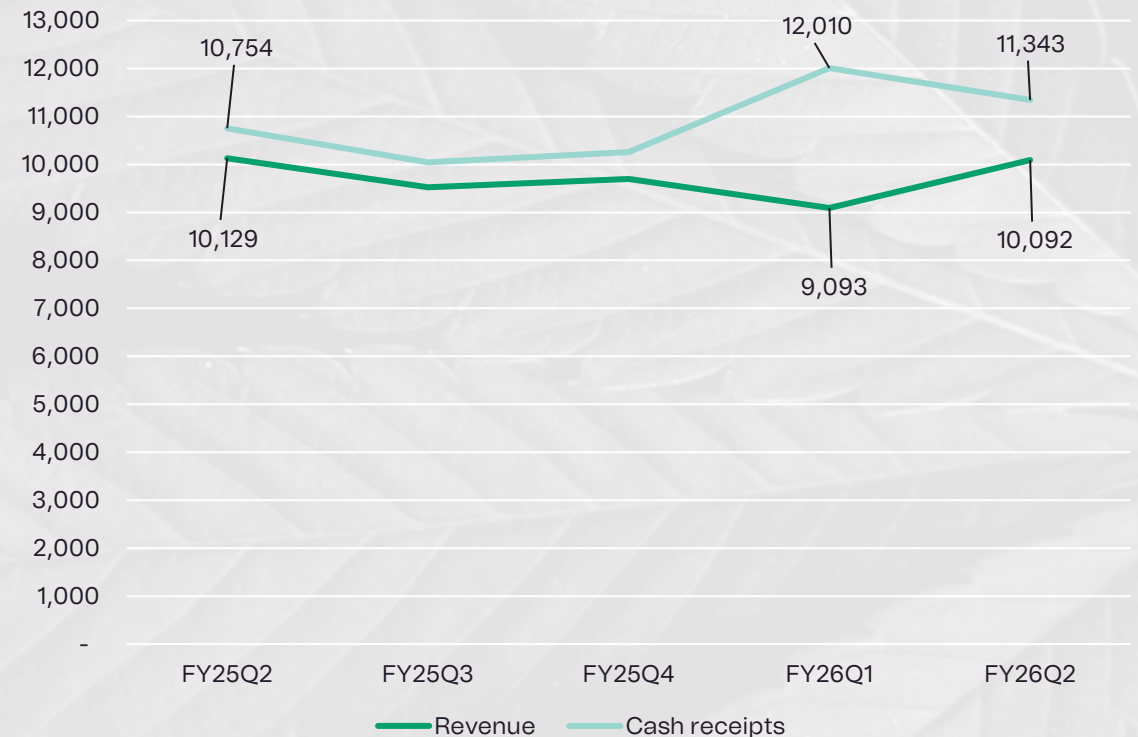
20+ STRAINS  
GENETICS BANK

# Revenue and cash receipts

- Revenue of \$10.1 million (unaudited), up over 10% on prior quarter and consistent with record breaking prior corresponding period
- Cash receipts down 5% from record high in prior quarter and up 5% on prior corresponding period

Little Green Pharma Ltd (ASX: LGP, "**LGP**" or the "**Company**") is pleased to provide its activities report and Appendix 4C for the quarter ending 30 September 2025

Cash receipts vs revenue (\$000's)



# Revenue by product category



Flower sales up nearly 15% overall, with over 25% growth in Australia. European sales consistent with the prior quarter



Oil sales up nearly 5% with \$0.5 million oil shipment to France due in early November



Vaporiser sales up marginally

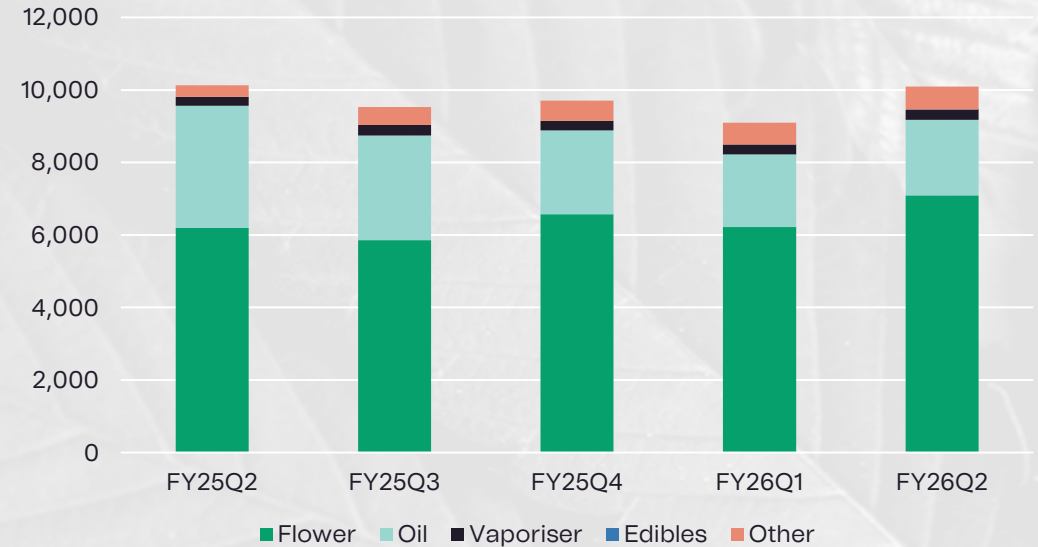


First sales of edible products in September

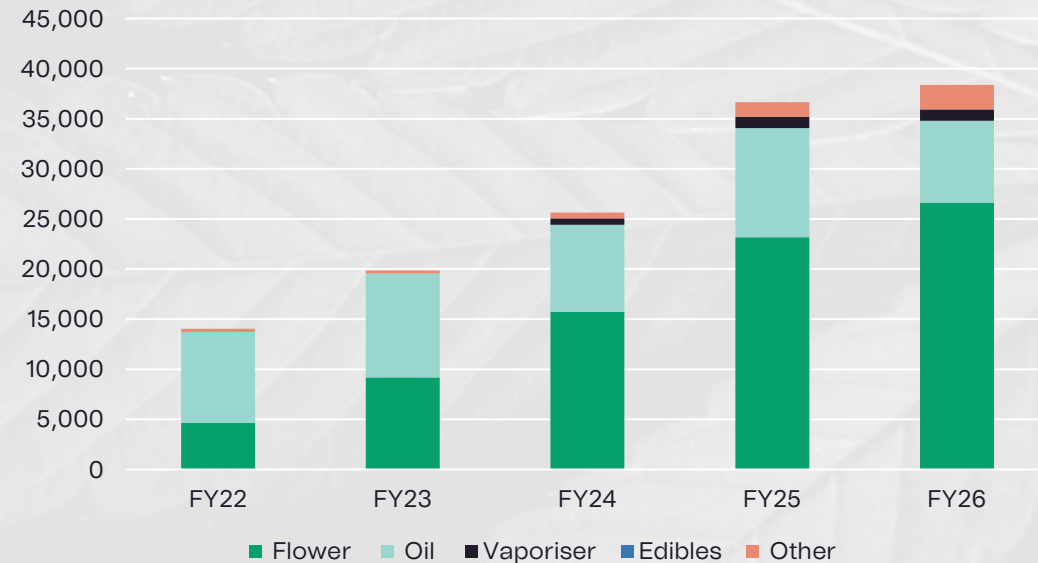


Other services up over 5%

Revenue by product category (\$000's)



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



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# Revenue by segment

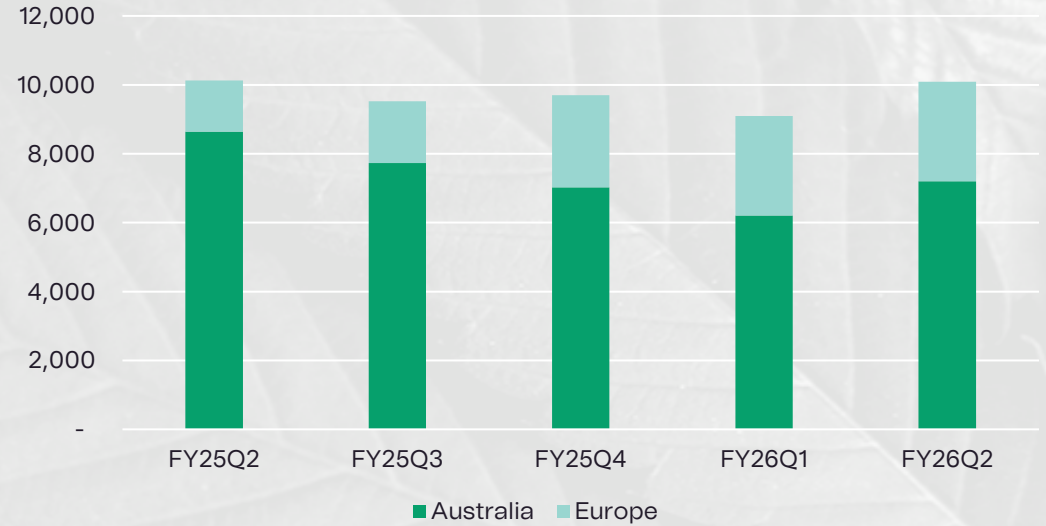


Overall European sales consistent with prior quarter with an 80% increase in sales to the UK offset by a 5% decrease in sales to Germany

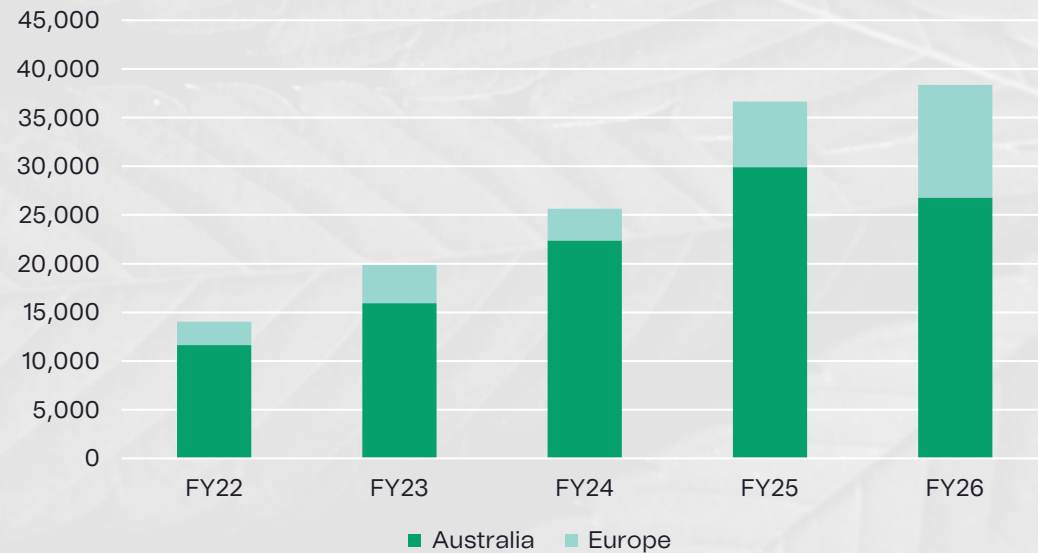


Australian sales up over 15% with LGP's budget flower brand up over 20%, its premium flower brands up over 30% and its oil sales up nearly 5%

Revenue by segment (\$000's)



Revenue by segment annualised (\$000's)



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# Revenue by brand

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White label sales down 5% with an 80% increase in UK sales and a September shipment to Germany pushed into December quarter due to testing results delay



CherryCo sales up nearly 35% driven by a 20% increase in sales into Australia and the launch of CherryCo into Germany



LGP brand sales up 15% driven by a 35% increase in flower sales

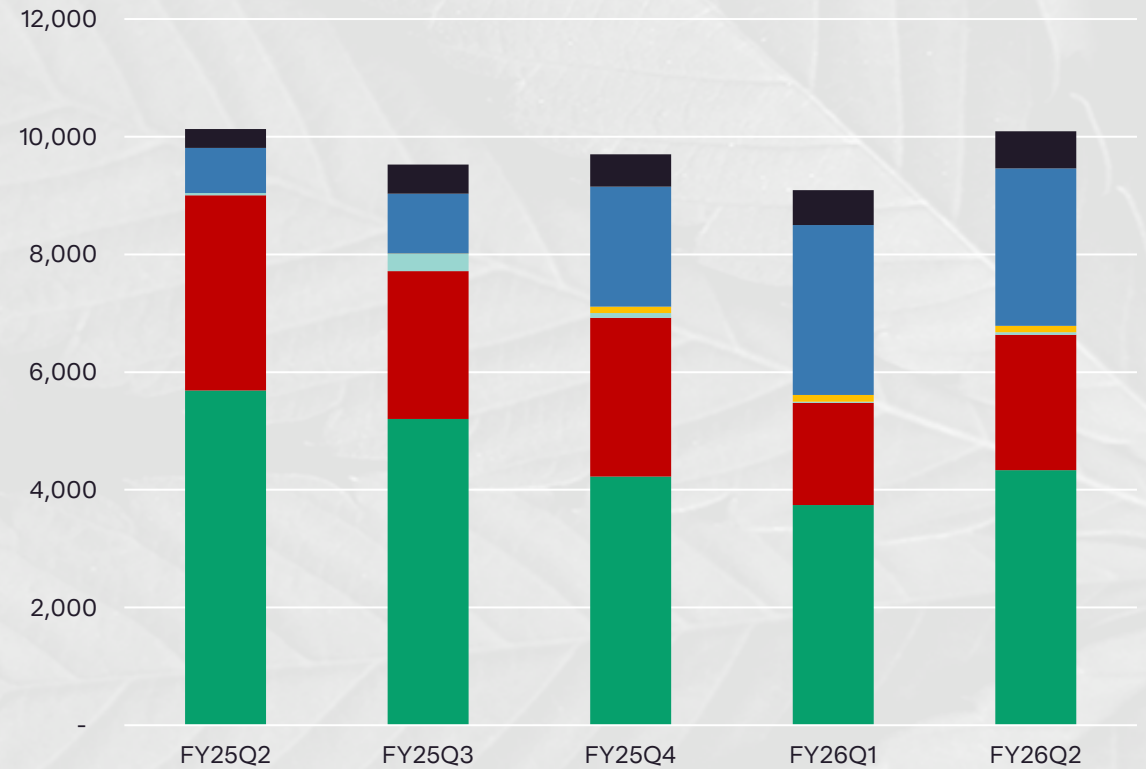


Indicare sales up 75% off a low base



Craft brand Lush Labs sales down 5% for the quarter off a low base

Revenue by brand (\$'000's)

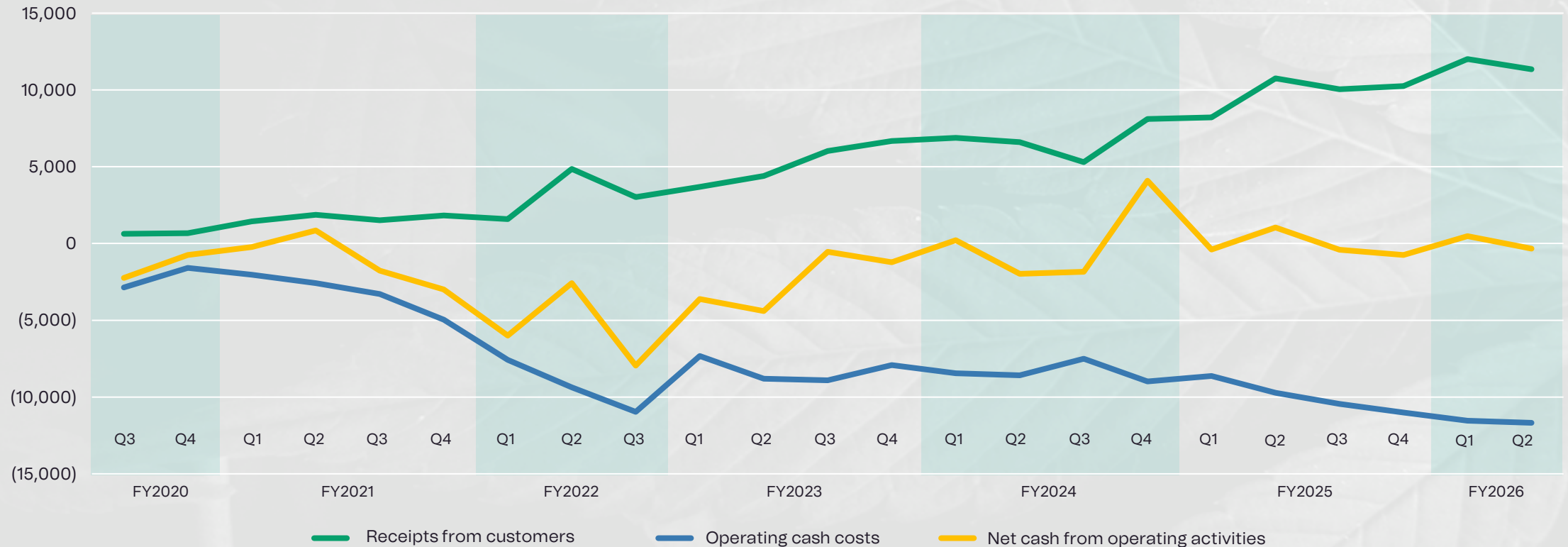


\*Other includes Health House revenue

# Net cashflows from operations

- Cash costs between the quarters were consistent, with revenue up 10% but timing of cash receipts resulting in a 5% decrease between quarters
- German shipment scheduled for delivery in September with 50% payment on release pushed to early November due to third party testing delays with majority of shipment costs incurred during September quarter

Cashflow from operating activities (\$'000's)



# EV, NTA, cash, debt and revenue

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



Minimal long-term debt of \$3.0 million with over \$5.0 million in unused credit facilities

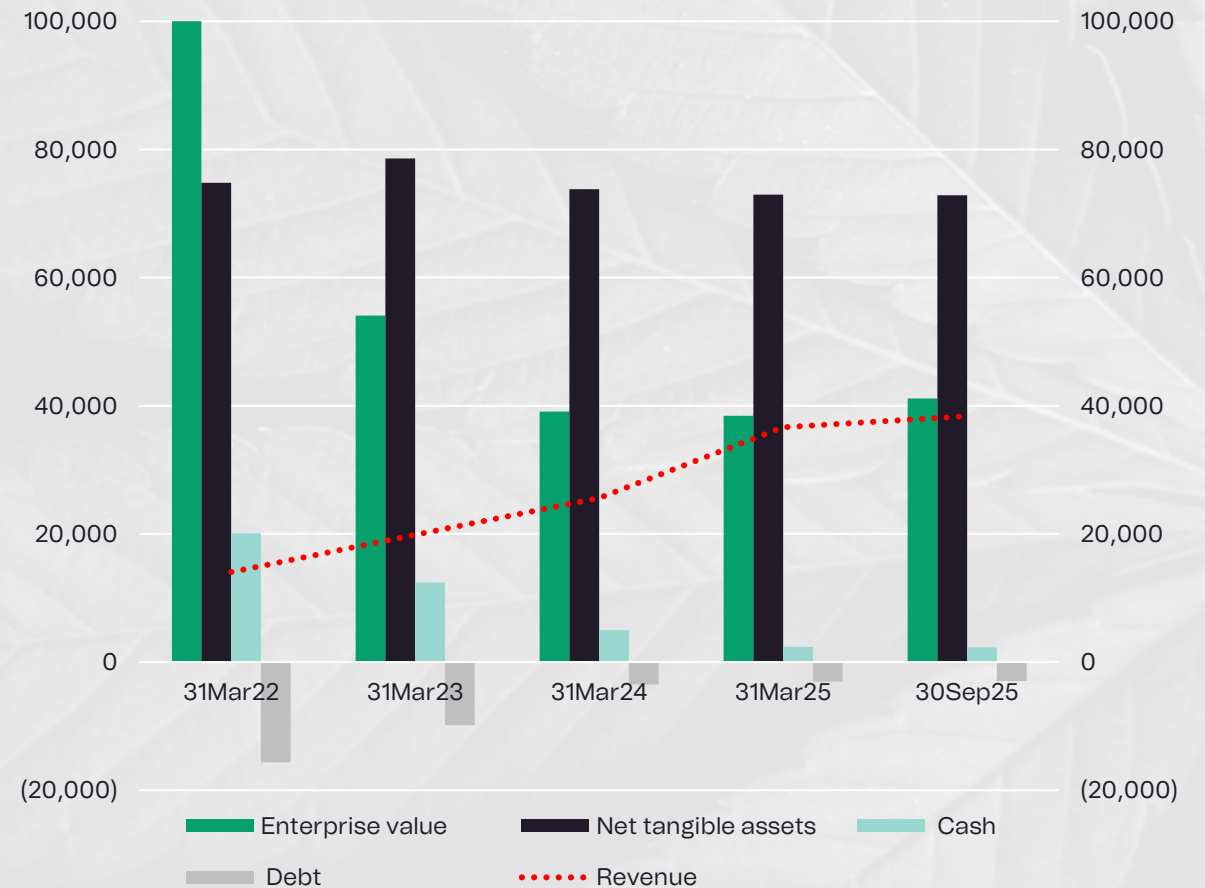


Cash in bank of \$2.3 million as at 30 September 2025, down from \$2.5 million at 30 June 2025

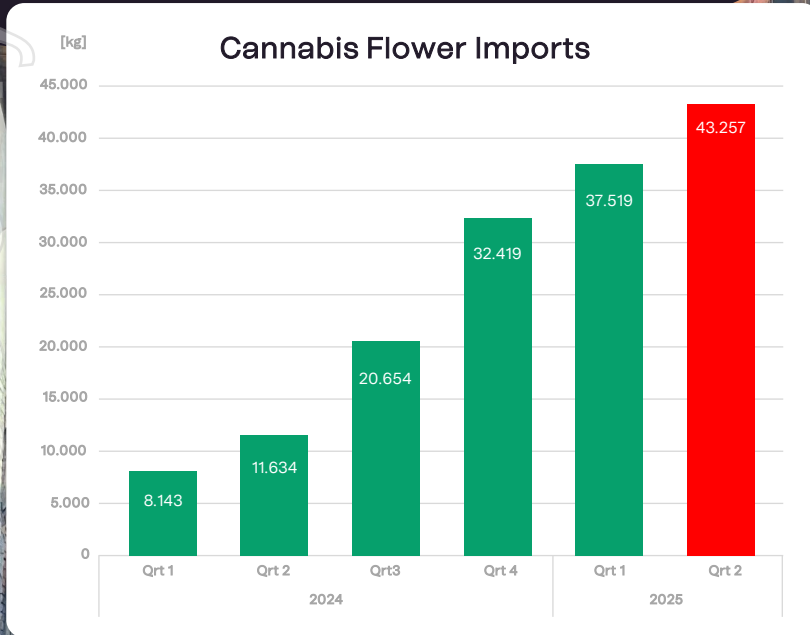


Enterprise value is 1.0x revenue and 0.5x Net Tangible Assets

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



# European market update



## Germany

- \$3.0 million in shipments delivered to Germany between July and September 2025 with additional shipment pushed into December quarter due to testing delays
- Six new product permits granted for German market following six-month approval process, including two for new German distributor
- Own-brand CherryCo sales highly encouraging with first few batches sold out and latest batch anticipated to sell out in November 2025
- A record 43.3 tonnes<sup>1</sup> of cannabis imported into Germany in CY25Q2, up 15% quarter on prior quarter and bringing CY25H1 imports to ~81 tonnes, with Denmark remaining a top 3 exporter to Germany
- German government continues to finalise proposed additional legislation regulating the German medicinal cannabis industry with potential impacts on telemedicine and pharmacy distribution
- Federal evaluation of German recreational cannabis market under Cannabis Act in Sept 2025 generally positive with youth use declining, no significant change in road safety concerns, with researchers recommending no urgent need for action, simplifying consumption ban rules and adjustments to cultivation associations to mitigate black market displacement<sup>2</sup>

1. <https://www.fdr.uni-hamburg.de/record/17993>

2. [https://www.bfarm.de/DE/Bundesopiumstelle/FAQ/Medizinisches-Cannabis/\\_node.html](https://www.bfarm.de/DE/Bundesopiumstelle/FAQ/Medizinisches-Cannabis/_node.html)

## European market update (cont.)

### Spain

- Launch of Royal Decree with product monograph expected in coming weeks
- Narrow initial regulatory framework with prescribing and dispensing limited to hospitals
- Flower excluded but extracts/oils permitted and no limits on indications
- LGP with market advantage given product registration process similar to France and existing investment in Spain in Trichome Pharma S.L. (6.53%)

### France

- Company will deliver \$0.5 million shipment to France in early November
- Recent political disruption expected to delay implementation of new medicinal cannabis regime with upside to LGP from ongoing transitional period deliveries to bridge timing gap
- Company continues to finalise dossier applications with key partners and anticipates being one of the first approved suppliers under new regime

## European market update (cont.)

### Poland

- Company submitted new dossier for LGP Denmark flower product to the Register of Medicinal Products (Rejestr Produktów Leczniczych), with anticipated 12-month lead time from submission

### Denmark

- Fit-out of new room completed with Company planting out all rooms for 10tpa active production capacity
- Close engagement with Danish regulators to define available scope of third-party import, packing and processing hub services from 1 January 2026

### United Kingdom

- Sales up over 80% from the prior quarter
- Private prescriptions for cannabis medicines continue to rise: >260,000 prescriptions in H1 2024, up 147% YoY and up 50% vs H2 2023

# Health House update



- Multiple new customers onboarded to Health House following acquisition
- Successful launch of Victorian distribution and 3PL service in August 2025
- Partnered with pharmacy technology provider to be first distributor to implement new cloud-based Ware S8 Premium designed to remove paper records for controlled medications

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# Automation and offshoring restructure



- Automation and offshoring driven headcount reduction via Australian voluntary redundancy program expected to save up to \$0.5 million annually
- Voluntary redundancies expected to cost \$0.3 million with agreed deferred payment terms smoothing cashflows over the next 8 months

# TGA consultation update



## COMPLIANCE

- First round of TGA consultation completed into Australian medicinal cannabis quality and safety with over 750 submissions received from industry sponsors, prescribers, associations and patients
- Breadth of anticipated regulatory reforms set to create largest pivotal shift in industry since 2016
- Company believes medicinal cannabis regulatory framework will strongly align with existing Australian pharmaceutical framework
- LGP well placed to benefit from any increased pharmaceutical regulatory compliance requirements

# Gartner hype cycle

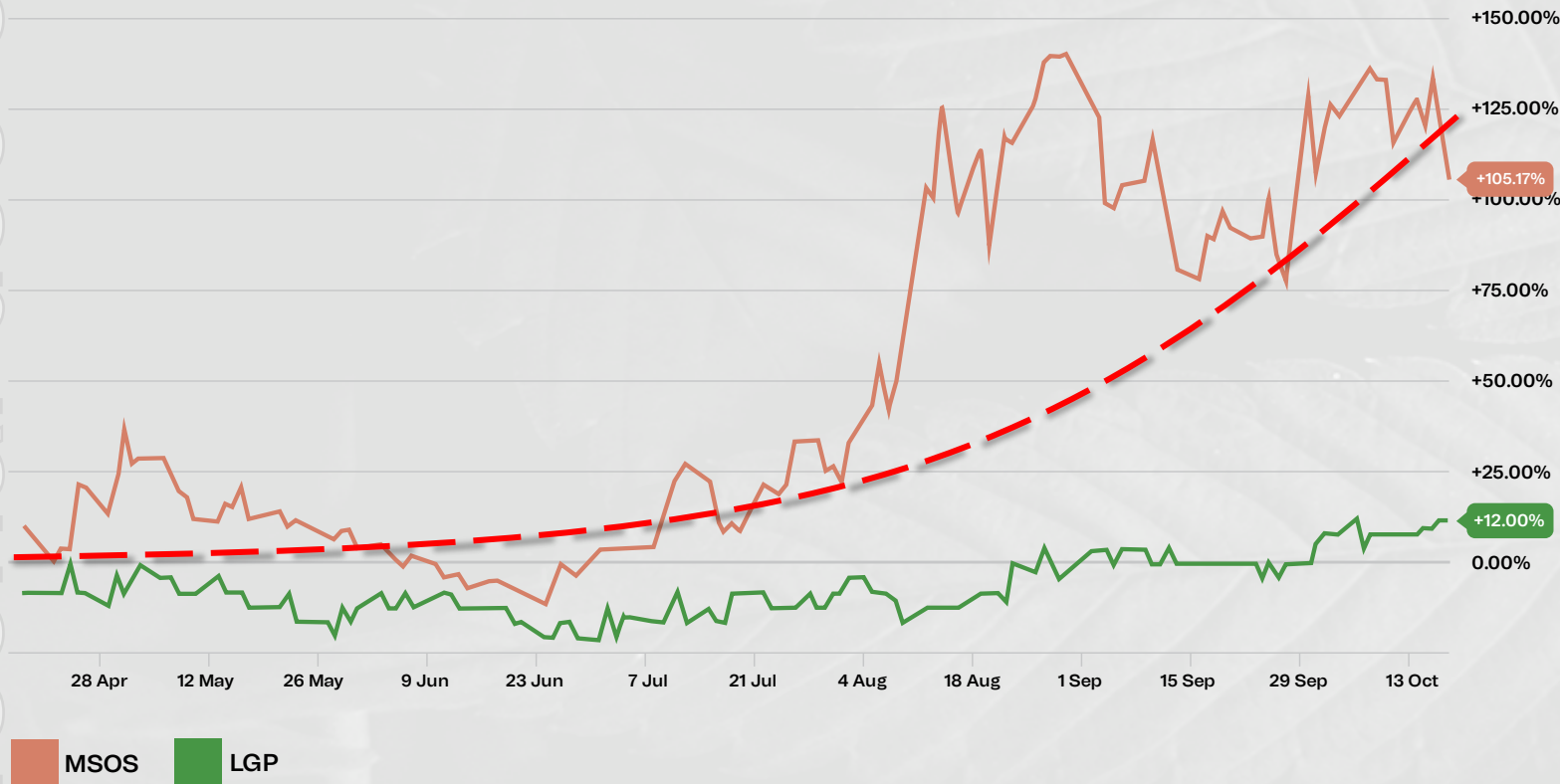
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- LGP's share price is strongly correlated to the US cannabis market as represented by the MSOS Index
- The MSOS Index shows characteristics of the Gartner Hype Cycle which includes:
  - An innovation trigger or new product which receives strong media coverage, with early successes highlighted leading to the Peak of Inflated Expectations
  - As the unrealistic expectations aren't met, interest wanes resulting in the Trough of Disillusionment. Industry shakeout and consolidation starts to occur
  - As a clearer understanding of the market and widespread uptake begins the Slope of Enlightenment is seen
  - Early signs suggest that the cannabis market may have passed through the Trough of Disillusionment

# Slope of Enlightenment?

Total Return (%)



MSOS = AdvisorShares Pure US Cannabis ETF

- Early signs that the MSOS Index may have passed through the Trough of Disillusionment and moved towards the Slope of Enlightenment
- Market appears to have more confidence that President Trump will reschedule cannabis in the US in the near term
- Down-scheduling would have significant implications for global cannabis markets including LGP which is highly correlated to the US market

# Corporate overview

## Capital structure

Current share price <sup>1</sup>	\$0.130
Shares outstanding <sup>1</sup>	~306 million
Options and performance rights on Issue <sup>2</sup>	~32 million
Market capitalisation (undiluted)	~\$40 million
Cash reserves (30 September 2025)	~\$2.3 million
Long term debt (30 September 2025)	~\$4 million

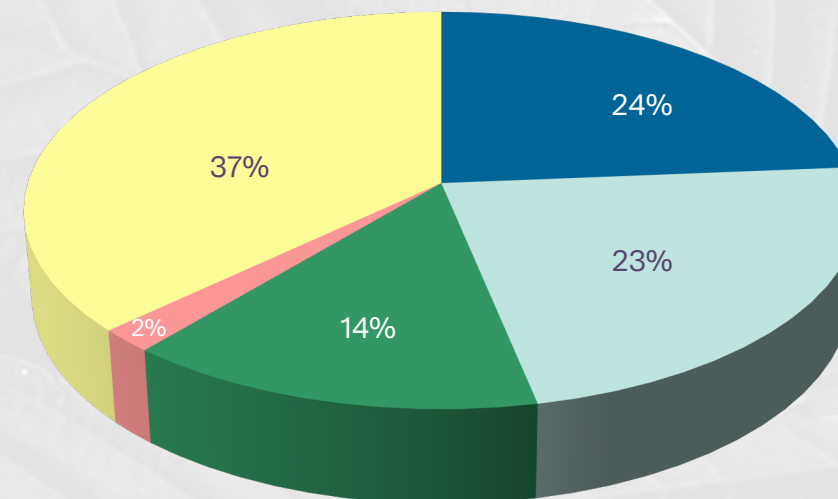
## Substantial shareholders<sup>1</sup>

Shareholder	Shareholding	Ownership
THORNEY INTERNATIONAL PTY LTD	57.1m	18.67%
FLETA JENNIFER SOLOMON	20.7m	6.78%
Top 20 shareholders	152.1m	49.78%
Board ownership	35.8m	11.74%

1. As at 3 November 2025

2. Comprising 10.5 million performance rights, 6.7 million share rights and 14.4 million unlisted options with various terms and conditions.

## Shareholder structure



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

THE NEXT 6 MONTHS

# Delivering on strategy

- Opening of French and Spanish markets, with LGP targeting first registered medicinal cannabis product in France
- Continued supply into other EU growth markets
- Development of LGP's Danish facility into European cannabis processing hub from 1 January 2026
- LGP exploring various M&A or market consolidation opportunities with an eye to scale and vertical integration
- TGA review expected to catalyse significant regulatory changes weighted in favour of industry operators like LGP
- LGP strategically positioned for global medicinal cannabis re-rating driven by potential US down-scheduling



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## Q&A

Paul Long, Managing Director

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[investor.littlegreenpharma.com](http://investor.littlegreenpharma.com)