

21 JANUARY 2022

# LGP SIGNS EXCLUSIVE DISTRIBUTION AGREEMENT WITH PHARMASERVE HELLAS

ASX ANNOUNCEMENT

**GREECE ADDED TO RAPIDLY EXPANDING EU DISTRIBUTION PORTFOLIO**

**LGP NOW HAS DISTRIBUTION AGREEMENTS IN 5 EU TERRITORIES INCLUDING FRANCE, DENMARK, GERMANY, POLAND AND GREECE**

## Highlights:

-  LGP signs four-year agreement with PharmaServe for the distribution of LGP-branded oil medicines and cannabis flower in Greece
-  Under the agreement the parties agree to exclusively supply and distribute LGP-branded cannabis medicines in Greece for a minimum 2-year period
-  The agreement adds a new territory to LGP's EU distribution portfolio and represents LGP's first agreement for the supply of products from LGP's new Danish facility outside Australia and Denmark
-  LGP anticipates PharmaServe will be one of the first distributors to apply for a medicinal cannabis Marketing Authorisation in Greece

**Little Green Pharma Ltd (ASX: LGP, "LGP" or the "Company")** is pleased to announce its entry into an exclusive agreement with PharmaServe Hellas SMSACI ("**PharmaServe**") for the distribution of LGP-branded oil medicines and cannabis flower in Greece ("**Agreement**").

Under the Agreement, PharmaServe agrees to exclusively distribute LGP cannabis medicines and not promote any other cannabis medicine in Greece for at least 2 years, with further exclusivity periods to be extended by agreement. In return, LGP will exclusively distribute its cannabis medicines through PharmaServe in Greece for this 2-year period.



The Company will supply the medicines from its Australian and Danish facilities (subject to deposit prepayment terms) and will share product revenues on a 50:50 basis, subject to LGP receiving certain minimum prices per unit.

### **PharmaServe and the Greek medicinal cannabis market**

PharmaServe has operated as a distributor of pharmaceutical / healthcare products in Greece since 1984. Currently, the Greek market is primarily serviced by CBD (hemp) products with THC levels <0.2%. With a population of ~11 million, there are no registered medicinal cannabis products in market, and LGP anticipates PharmaServe will be one of the first distributors to apply for a medicinal cannabis Marketing Authorisation in Greece, giving LGP a significant foothold in a new, currently under-served market in the EU.

LGP's Chief Executive Officer, Fleta Solomon, commented:

“The Agreement represents the continued fulfilment of LGP’s strategic imperative to grow significant market shares in key markets across the EU. With the addition of Greece to the LGP distribution footprint, LGP aims to capture a market that is currently significantly underserved and overlooked by other medicinal cannabis producers. With a population of ~11 million and no currently registered cannabis medicines, the market for medicinal cannabis in Greece represents another attractive opportunity for LGP’s broader international growth ambitions.

“The Agreement also represents LGP’s first agreement for the supply of cannabis flower from its new Denmark facility outside of Australia, as LGP continues to progress agreements for a range of supply arrangements from finished LGP-branded medicines to bulk, white-labelled goods.”

### **Material terms of the Agreement**

The Agreement is conditional upon PharmaServe obtaining a Marketing Authorisation to distribute the LGP cannabis medicines in Greece. LGP’s exclusivity obligations are conditional upon PharmaServe achieving minimum revenues of €600,000 per year and there are no minimum quantity commitments under the Agreement. After a period of 2 years, PharmaServe may also require LGP to supply co-branded cannabis medicines in addition to the LGP branded medicines for prices to be agreed.

ENDS

A handwritten signature in dark ink, appearing to read "Alistair Warren", written over a horizontal line.

**Alistair Warren**

Company Secretary





**For further information please contact:**

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**About Little Green Pharma**

Little Green Pharma is a global, vertically integrated and geographically diverse medicinal cannabis business with operations from cultivation and production through to manufacturing and distribution.

The Company has two global production sites for the manufacture of its own-branded and white-label ranges of GMP-grade medicinal cannabis products, being a 21,500m<sup>2</sup> cultivation and 4,000m<sup>2</sup> GMP manufacturing facility capable of producing over 20 tonnes of medicinal cannabis biomass per annum located in Denmark (EU) and an indoor cultivation and manufacturing facility located in Western Australia capable of producing ~3 tonnes of medicinal cannabis biomass per annum.

Little Green Pharma products comply with all required Danish Medicines Agency and Therapeutic Goods Administration regulations and testing requirements. With a growing range of products containing differing ratios of active ingredients, Little Green Pharma supplies medical-grade cannabis products to Australian, European and overseas markets.

The Company has a strong focus on patient access in the emerging global medicinal cannabis market and is actively engaged in promoting education and outreach programs, as well as participating in clinical investigations and research projects to develop innovative new delivery systems.

For more information about Little Green Pharma go to: [www.littlegreenpharma.com](http://www.littlegreenpharma.com)

**Help us be Green**

LGP investors are encouraged to go paperless and receive Company communications, notices and reports by email. This will ensure efficient communication during COVID-19 while also helping to reduce our costs and environmental footprint.

To easily update your communication preferences, visit: [www.computershare.com.au/easyupdate/lgp](http://www.computershare.com.au/easyupdate/lgp)

