



Elixinol Global Limited

AGM presentation, May 2018

ASX: EXL | www.elixinolglobal.com

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Investment highlights

Publicly listed on Australian Securities Exchange (ASX) with ticker code: EXL in January 2018, with strong institutional interest

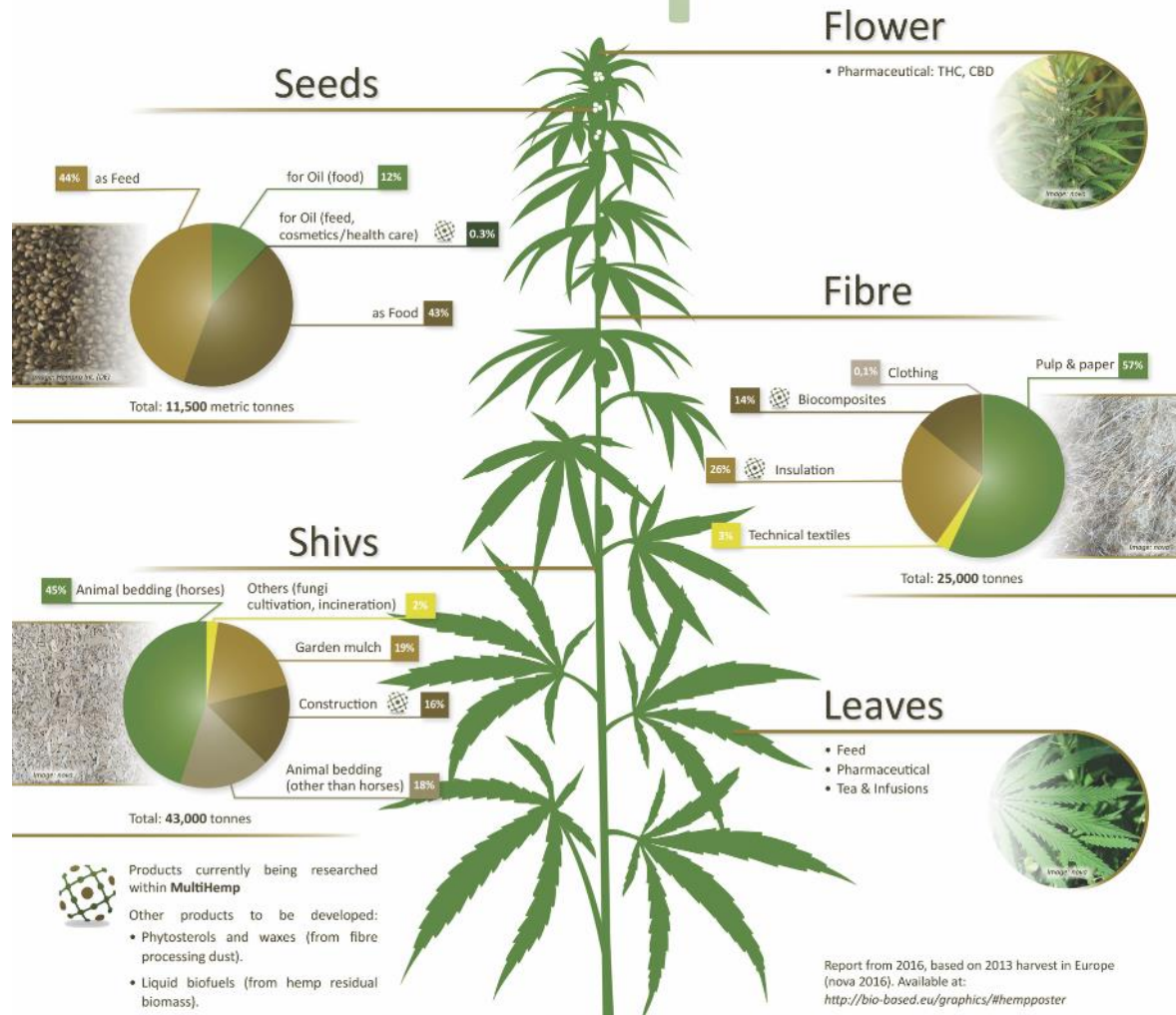
Diversified global business:

- Elixinol USA: CBD-based dietary supplements products business with A\$13.3m revenues in FY2017. Products currently being sold in USA and 40 countries. Forbes cites Elixinol USA as top 5 US-based Hemp CBD business by size
- Hemp Foods Australia: largest hemp foods provider in Australia with \$3.2m revenues in FY2017 and products in FMCG / OEM channels
- Elixinol Australia: Australian medicinal cannabis business being established with license submission made in early 2018

Investment highlights (continued)

- Vertically integrated: cultivation, manufacturing, distribution and sales channels within each business
- Strongest revenue position of all ASX-listed cannabis stocks
- Established solid revenue trajectory – proven track record with three years of growth
- Blue chip management team, experienced in dealing with complex regulatory frameworks, healthcare and cannabis farming

A natural biorefinery Hemp



MultiHemp

The MultiHemp project aims at developing hemp genotypes with enhanced traits suitable for diverse cultivation environments and to provide improved feedstock for a wide array of innovative end products generated within an integrated biorefinery. For more information, see <http://www.multihemp.eu>.

Roots

Revitalise soil with nutrients.
Provide aeration of soils.

FIBRA

The main target of the FIBRA project is to link the research activities carried out in both the European Union and China on natural fibre crops, to provide a long term vision on future common research activities on fibre crops and to improve researchers' training opportunities. For more information, see <http://www.fibrafp7.net>.

Elixinol's Addressable Markets

Global markets – \$700bn+ market potential by 2025

Dietary Supplements Market ¹	Organic Food & Beverage Market ²	Medicinal Cannabis Market ^{3 4}
Expected to reach \$278 b By 2024 (USD)	Expected to reach \$320.5 b By 2025 (USD) Asia Pacific \$77.4 b by 2025	Valued up to \$98.5 b by 2025 (USD)

Sources:

¹ Dietary supplements market: <https://www.grandviewresearch.com/press-release/global-dietary-supplements-market>

² Organic food and beverage: <https://www.grandviewresearch.com/press-release/global-organic-food-beverages-market>

³ Medical Marijuana: <https://www.grandviewresearch.com/press-release/global-medical-marijuana-market-plus>

⁴ Prohibition Partners European Cannabis Report suggests 35.7bn Euro = US\$42.7 potential market value in European Union

Elixinol Global Segment Channels

The Elixinol Group operates in three distinct segments within the industrial hemp and medicinal cannabis sectors



Elixinol Global Limited
Australian Securities Exchange (ASX) Listed

USA	Australia	Australia
Dietary Supplements	Hemp Foods	Medicinal Cannabis
Cannabidiol "CBD" Non-psychoactive	No active "CBD" or "THC" Non-psychoactive	"CBD" Non-psychoactive & "THC" Psychoactive
Sales distribution network – 40 countries	Domestic sales – exports planned	Advanced planning stage
Industrial Hemp*/**		Marijuana*/**



* Cannabis has many species containing varying levels of THC and CBD include marijuana (high levels of THC) and hemp (low levels of THC).

** The plant Cannabis Sativa L. has many known compounds, of which a large number are classified as cannabinoids, the most common of which is Cannabidiol (CBD)

FY17 Reporting Highlights

Elixinol is on a 31 December year end (FY = CY)



Elixinol Global lists on ASX - January 2018



Company financial overview and achievements

FY2017 results are shown on a pro forma basis

IPO

- Successful ASX listing in January 2018
- Oversubscribed Initial Public Offering (IPO) raising A\$20m

Trading

- Revenue of A\$16.5m up 62% vs FY2016*
- Gross profit improved to 64% exceeding prospectus forecast by 2%
- Elixinol USA EBITDA exceeding prospectus forecast by 12%
- Positive Group EBITDA

Capital Structure

- A\$18.8m cash on hand
- Materially debt free
- Strong balance sheet

* Elixinol is on a 31 December year end (FY = CY)

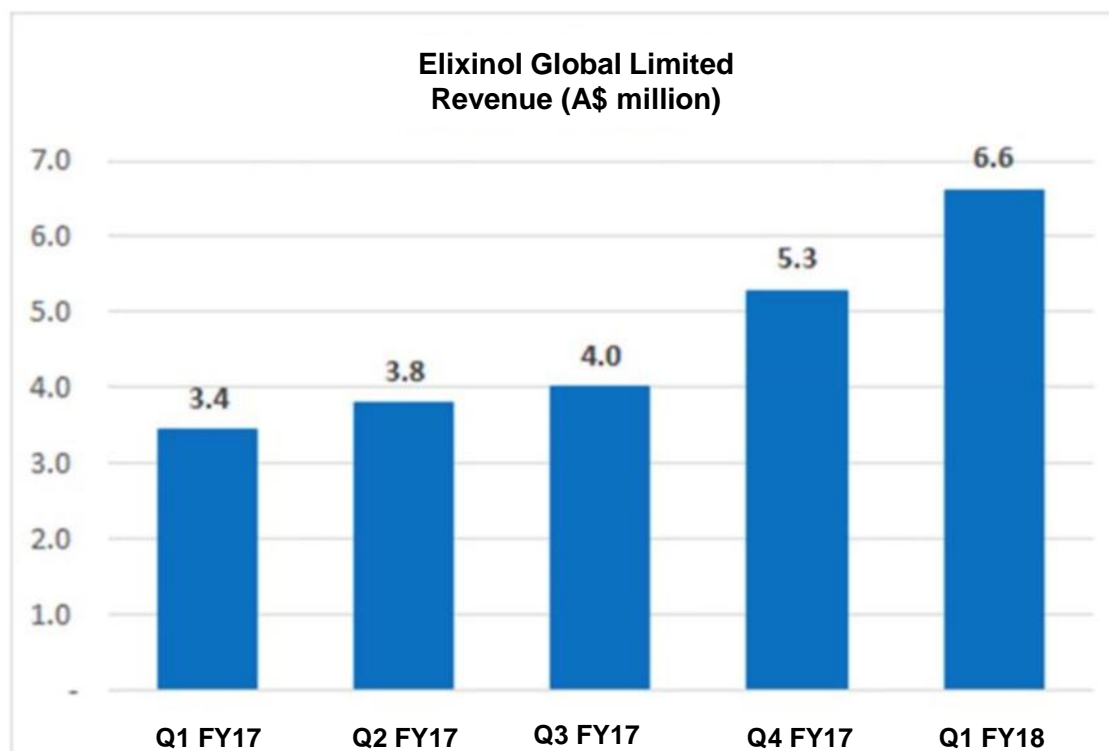
Solid revenue growth

First quarter produced revenues which exceeded expectations

Q1 FY18 Revenue A\$6.6m

94%

Revenue growth
vs prior year



Historical revenues are shown on a pro forma basis
Q1 FY18 unaudited management accounts
Elixinol is on a 31 December year end (FY = CY)

Best revenues of all ASX-listed cannabis stocks

Chart below shows March quarter revenues

EXL largest revenue producer of all ASX listed cannabis stocks

ASX Code	Company	March quarter receipts	December quarter receipts	6-month price change	Price May 1	Market Cap
CAN	CANN GROUP	0	0	94%	3.58	499.6M
AC8	AUSCANN	0	0	241%	1.72	477.5M
EXL	ELIXINOL	\$5,900,000	NA	0%	1.69	173.9M
MDC	MEDLAB CLINICAL	\$923,000	\$1.2m	3%	0.68	145.6M
THC	HYDROPONICS CO	\$1.1M	\$821,000	133%	0.71	94.0M
MXC	MGC PHARMA	\$81,000	\$69,000	13%	0.08	92.6M
CPH	CRESO PHARMA	\$188,000	\$14,000	50%	0.81	91.4M
ZLD	ZELDA THERAPEUTICS	0	0	62%	0.12	86.9M
BOT	BOTANIX PHARMA	\$145,000	0	177%	0.13	85.2M
MMJ	MMJ PHYTOTECH	\$1,000	\$43,000	6%	0.38	84.1M
QBL	QUEENSLAND BAUXITE	\$34,000	0	233%	0.05	79.7M
RGI	ROTO-GRO INTERNATIONAL	\$338,000	\$380,000	1%	0.39	35.2M
EVE	EVE*	0	0	150%	0.01	24.6M
BDA	BOD AUSTRALIA*	\$201,000	\$188,000	267%	0.44	24.4M
AEB	ALGAE. TEC*	\$5,157	\$1,791	36%	0.03	23.4M
CP1	CANPAL	0	0	27%	0.21	19.6M
ESE	ESENSE	\$7,000	\$29,000	-28%	0.17	13.3M
SCU	STEMCELL UNITED	\$100,000	\$46,000	30%	0.03	12.8M
ATP	ATLAS PEARLS*	N/A	N/A	-26%	0.02	10.3M
LSH	LIFESPOT HEALTH	\$166,000	\$196,000	-10%	0.13	9.4M

Chart data source, Stockhead May 2nd 2018
<https://stockhead.com.au/health/heres-how-much-money-every-asx-cannabis-stock-made-last-quarter/>

Business overview



Elixinol USA



- Colorado-based CBD dietary supplements manufacturer and global supplier, established 2014
- A\$13.3m revenue in FY2017 with 86% revenue growth vs FY2016
- Growing existing distribution network to 40 countries with ability to scale
- One of the top five Hemp CBD businesses in the United States, according to Forbes
- Established Brand. Best in class products



Elixinol USA – dietary supplements and foods

- Elixinol USA sells whole plant dietary supplements / products based on cannabidiol (CBD) oil
- CBD oil is derived from the flowers, leaves and stalks of the hemp plant
- CBD is a natural botanical concentrate which contains less than 0.3% THC and is cultivated using specialised broad acre farming

Set up for scalability and growth through farming operation

- In April, Elixinol USA announced a farming JV called Northern Colorado High Plains Producers (NCHPP)
- NCHPP will utilise up to 700 acres of farmland
- Land and water rights secured by five-year lease term, extendable >30 years
- One of a number of supply agreements including Colorado Cultivars, which helps guarantee premium high-CBD hemp



Colorado hemp farm



Medical applications of hemp-derived CBD

Growth of the hemp-derived CBD nutraceutical market is expected to accelerate as products become more popular for treatments for various medical applications across a range of indications, such as:

- Chronic pain
- Post-traumatic stress disorder
- Sleep disorders
- Epilepsy
- Anxiety and
- ...search Google™ for “benefits of hemp CBD”

Current Products



Elixinol USA - Scaling GMP manufacturing

Expansion of US production centre:

- GMP – ISO certified, purpose designed facility
- Elixinol USA has purchased neighbouring land to use for expansion as needed
- New production facility will have double the capacity of our current facility



Elixinol USA

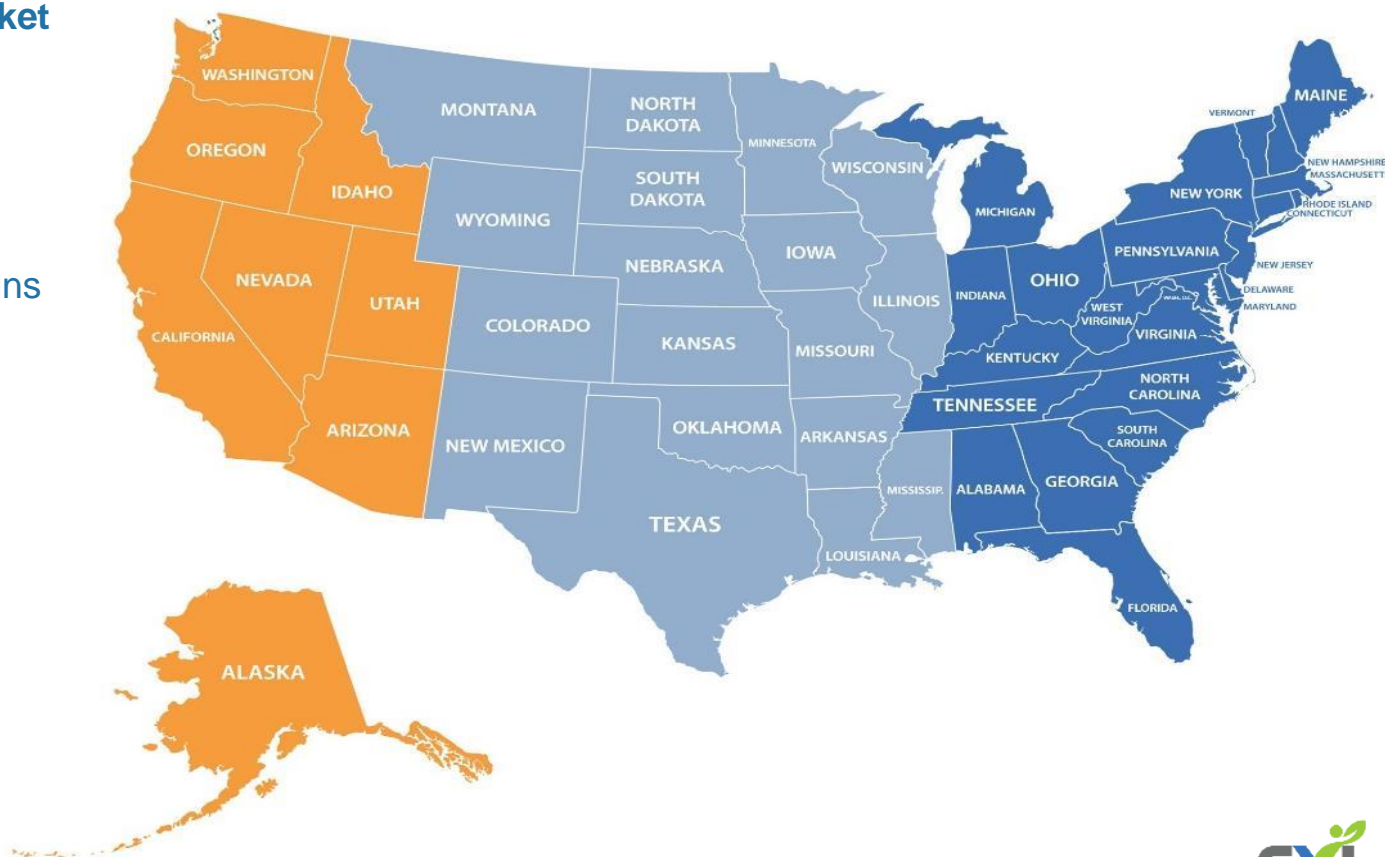
Our vision is to be a leading global supplier of premium hemp products



SALES TERRITORY MAP

USA – Strategy To Market

- SEO
- Blog
- Social media
- Paid ads
- Retargeting campaigns
- Product launches
- Tradeshows
- Sponsorships
- Print advertising
- Direct mail
- Public relations
- Inbound marketing
- Outbound marketing
- POS displays
- Giveaways



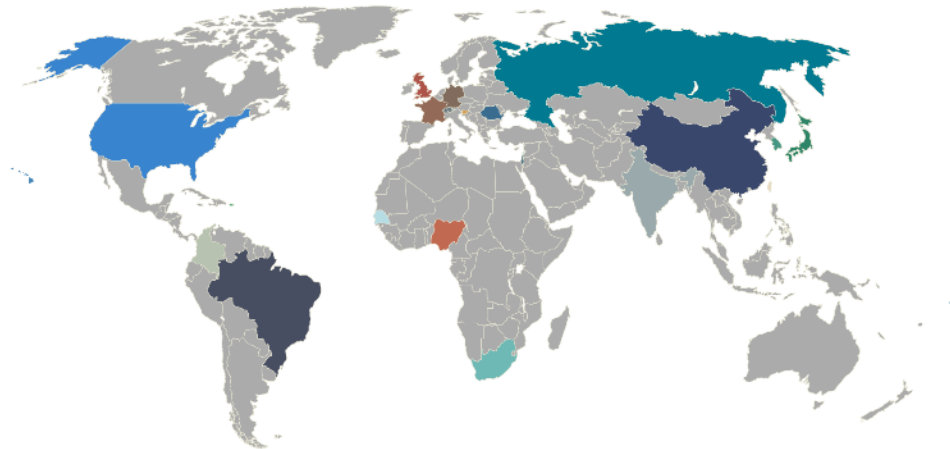
Elixinol USA – building a global footprint

Our vision is to be a leading global supplier of premium hemp products

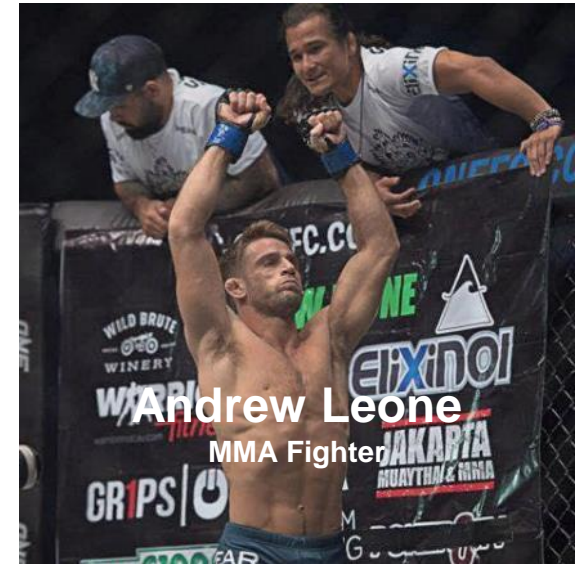
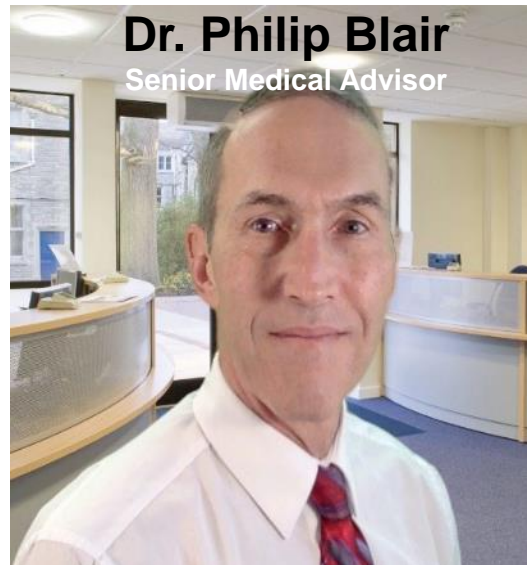


SALES TERRITORY MAP

American Samoa	
Brazil	
China	
Colombia	
France	
Germany	
Hong Kong, SAR China	
India	
Israel	
Japan	
Korea [South]	
Lebanon	
Nigeria	
Puerto Rico	
Romania	
Russian Federation	
Senegal	
Slovenia	
South Africa	
Switzerland	
Taiwan, Republic of China	
United Kingdom	
United States of America	



Elixinol USA – educating the market through influencers



US Lobbying Efforts

US Senate Majority Leader, Mitch McConnell (R-Ky) supports Hemp Farming Bill

- Bill seeks to remove any existing legislative discrepancies for the Hemp industry in the US
- To promote large scale industry growth across all elements of the existing and developing hemp industry in the US
- The Bill will also pave the way to remove constraints, such as advertising
- Hemp Farming Act of 2018 is fast tracked*
- Now a bi-partisan Bill with Senate Minority Leader joining May 2018



** Although there is no guarantee this Bill will be passed or debated imminently, the Bill will now bypass the traditional committee process directly to the full Senate by using a procedure called Rule 14.*

Hemp
FoodS
AUSTRALIA

Hemp Foods Australia

Australia's market leader since 1999 providing high quality hemp food products to the masses



Hemp Foods Australia

- Australian-based hemp foods and skincare manufacturer, distributor and exporter
- Australia's first hemp food company and current market leader
- \$3.2m revenue in FY2017
- Growing FMCG product range
- Hemp classified as legal food from November 2017

Health benefits of hemp foods



- ✓ Essential Fatty Acids with an ideal ratio of Omega-6 to Omega-3
- ✓ Protein rich, more protein per 100g than flaxseed
- ✓ Gluten free
- ✓ Easy to digest
- ✓ Naturally grown
- ✓ GMO free

Hemp Foods Australia's established operation



- Located in Northern Rivers, NSW
- Distributes both bulk and finished product via wholesale and retail channels domestically and in South Korea, Japan and the USA
- Hemp is grown using specialised broadacre farming in NSW, Qld, Vic and Tas

Hemp Foods Australia – market leadership continues

Current product range consists of flours, seeds, oils, protein, snacks and skincare

Make any meal healthy
Just add Hemp



Hemp Foods Australia supplying to major FMCG brands

Leading restaurants and FMCG brands are adopting hemp, due to its superfood properties



- Grill'd Healthy Burger Chain
- Alpine Breads (launch: Coles)
- Mayver's Protein Peanut Butter with Hemp (launch: Woolworths)
- Emma & Toms Hemp Snack Bar Range (launch: Woolworths)

Hemp Foods Australia launches SATIVA™ skincare

After four years in the making, SATIVA™ hemp-based skincare range (10) launched in April 2018

SUBSCRIBE NEWSLETTER

SIGNUP & RECEIVE 10% OFF ON YOUR FIRST ORDER



SATIVA™

PRODUCTS

INGREDIENTS ▾

ETHICS ▾

ABOUT US ▾

SUPPORT ▾

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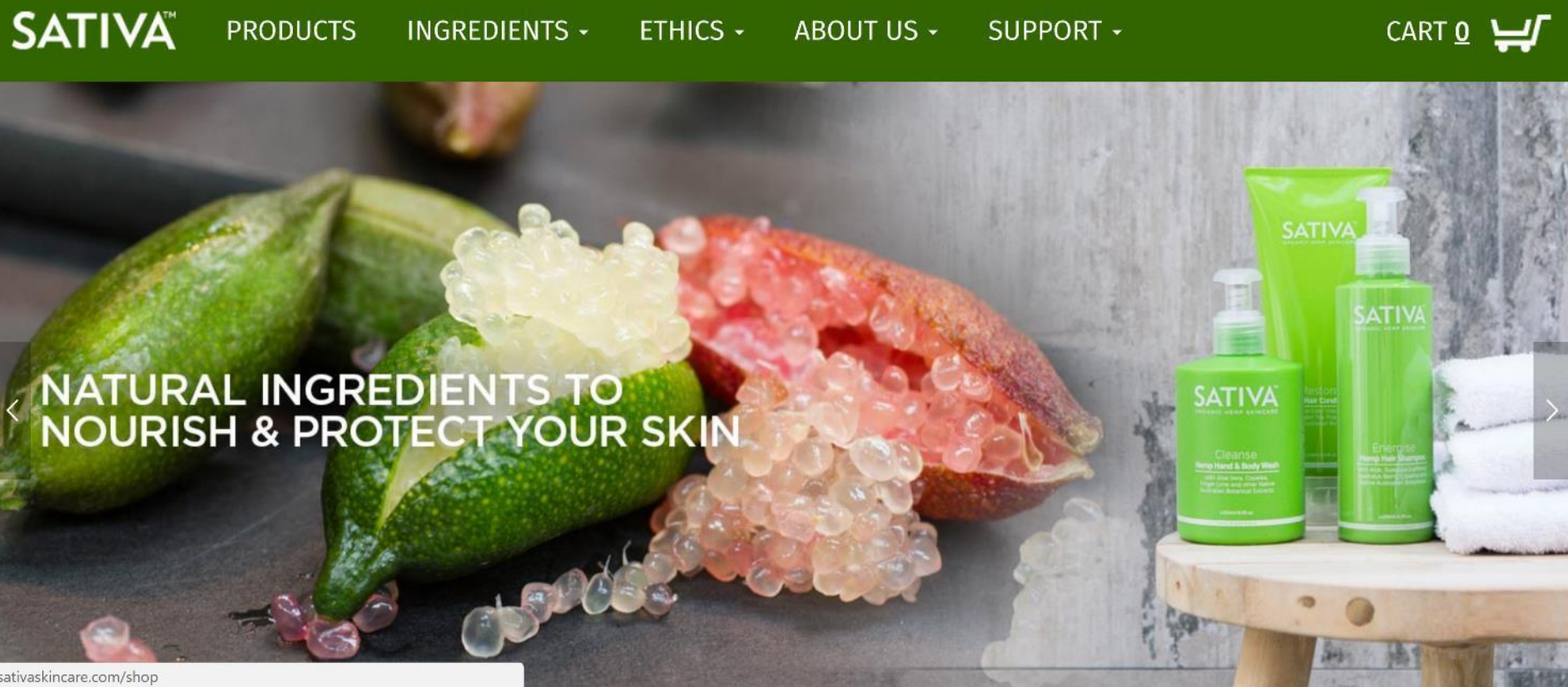


SATIVA™

ORGANIC HEMP SKINCARE

FOR AMAZING RESULTS
YOU CAN SEE AND FEEL

Exclusive shareholder offer



In celebration of the launch of our **SATIVA Skincare** range, we'd like to offer you an exclusive 15% discount on our products. Simply visit www.sativaskincare.com and enter the code **"SUPPORT15"** at checkout.

Offer valid through to 30 May 2018.

New Essential Hemp snack bars range coming next...

Move over chia... hemp is coming to town through HFA and other major FMCG brands

**Snack bars, just got healthier...
with Essential Hemp®.**



Hemp Foods Australia's range of **Essential Hemp®** snack bars tick all the boxes

<input checked="" type="checkbox"/> ORGANIC	<input checked="" type="checkbox"/> NO ADDED SUGAR
<input checked="" type="checkbox"/> RAW	<input checked="" type="checkbox"/> NON GMO
<input checked="" type="checkbox"/> PALEO	<input checked="" type="checkbox"/> 30% HEMP
<input checked="" type="checkbox"/> VEGAN	<input checked="" type="checkbox"/> 5g PROTEIN
<input checked="" type="checkbox"/> GLUTEN FREE	<input checked="" type="checkbox"/> OMEGA 3,6,9
<input checked="" type="checkbox"/> DAIRY FREE	

Bring a healthy balance to an active lifestyle.



www.hempfoods.com.au @HempFoodsAustralia



Educating the market through direct sales and influencers



Elixinol Australia



Elixinol Australia



Striving to be Australia's provider of safe, stable and effective medical cannabis products

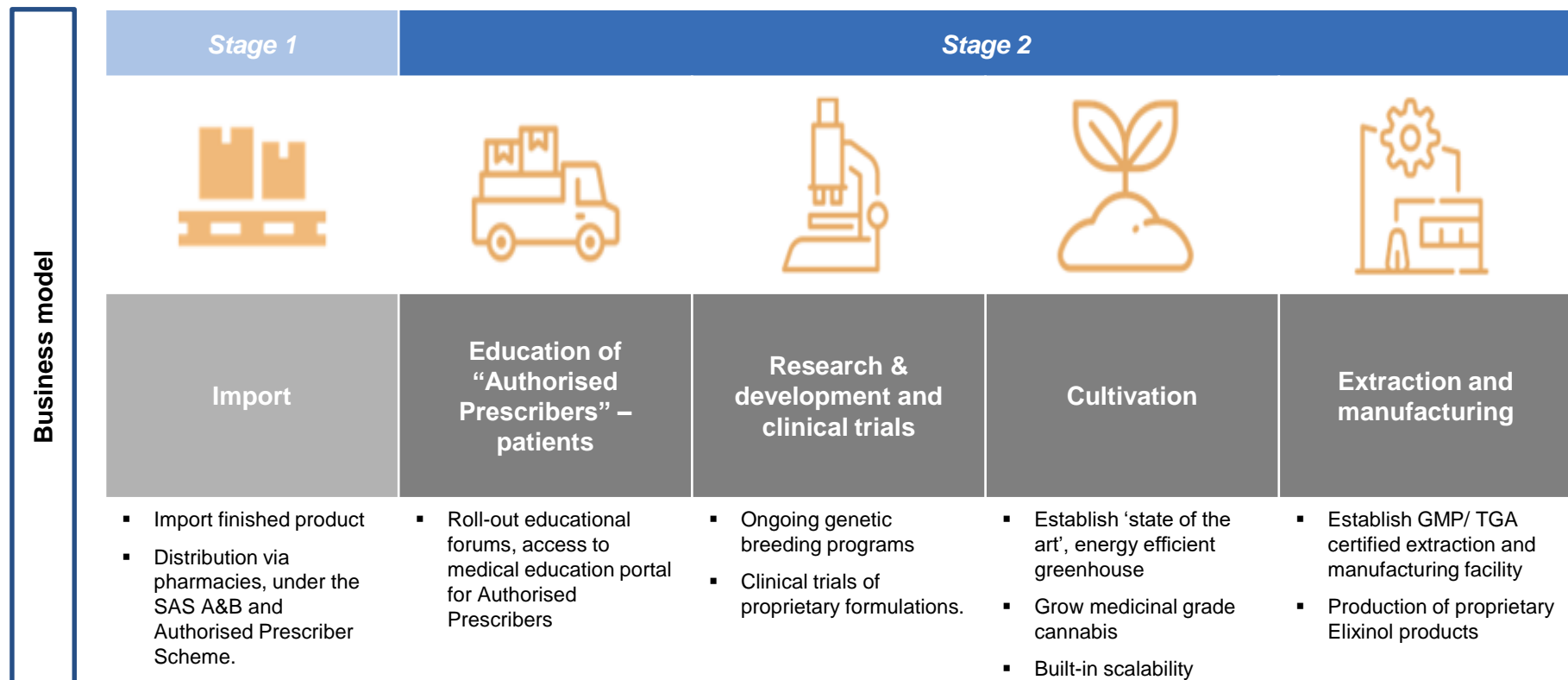
- Australian-based, establishing a pharmaceutical grade medicinal cannabis business
- Pursuing licenses with Office of Drug Control (ODC) – license applications submitted in February 2018

Setting up to enter the Medicinal Cannabis market

- Medicinal cannabis refers to pharmaceutical grade products (or medicines) using the cannabis plant or chemical compounds contained within to treat medical conditions
- Elixinol Australia intends to cultivate in high tech greenhouses and manufacture in a purpose built pharma grade GMP facility
- Elixinol Australia will leverage the experience of Elixinol USA's formulation and GMP production of cannabis extracts



Elixinol Australia– staged approach to Australian market



Elixinol Australia: executing its Medicinal Cannabis strategy

Cultivation and Manufacturing License Submissions with the Office of Drug Control (ODC)

- ✓ Site selected
- ✓ Operational plan for integrated state-of-the art cultivation and pharma grade manufacture facility
- ✓ Proprietary CBD/THC formulations developed for approved indications
- ✓ Including epilepsy, multiple sclerosis, pain, nausea and vomiting from chemotherapy and HIV/AIDS and palliative care
- ✓ Distribution strategy
- ✓ Developing clinical trial strategy
- ✓ Developing medical education model



Elixinol Australia: educating the market

Within allowed limits Elixinol Australia will develop a strategy to communicate the efficacy of our products by creating a professional influencer strategy:

- University and medical institutions
- Specialist associations and agencies
- Doctors and specialists
- Medical education forums and tradeshow
- Other methods as permitted by TGA and Office of Drug Control

Looking forward



Industry and thought leadership position

Across Elixinol businesses we are:

- Called upon regularly to provide keynote speakers to global conferences and trade fairs
- Asked to comment in media on industry matters
- Seen as industry leaders, following 25 years of experience, operating in the industry, researching hemp, writing about it and producing products that consumers value
- Participating in over 40 shows this year

See us at all of these events!

Ongoing engagement with customers and influencers through global conferences and events

USA - CANADA – AUSTRALIA - GERMANY – GREECE – POLAND +++

Big Industry Show	Lyme Summit (online)	Adv Med Academy & InnoVision/Pain Practitioner Seminar (Pain) (1 of3)	IDEA World(fit) Convention	CWCBE - Los Angeles, CA
ICBC - San Francisco, CA	NOCO - Loveland, CO	AutismOne - Chicago, IL	HPRS Race 3	New West Summit
IHS -New York	Supply Side East - New Jersey	Hemp Food, Health & Beauty – Europe	Finding Health	Adv Med Academy & InnoVision/Pain Practitioner Seminar (Integrative) (2 of 3)
NFL Combine Ambassador: Leonard Marshall	CannaCienna – Mexico	CWCBE - New York, NY	Expo Weed – Mexico	HPRS Race 6
Nutritional Therapy Conference	EarthFair San Diego	Balkannabis Expo – Europe	HPRS Race 4	Adv Med Academy & InnoVision/Pain Practitioner Seminar (Future) (3 of 3)
Natural Products Expo West	Navel Expo - New York	HPRS Race 2	Canna Science Conf - Portland,OR	Supply Side West - Las Vegas, NV
SXSW Wellness Expo - Austin, TX	Paleo FX - Austin, TX	EIHA Conference - Cologne, GE	IMMH - Dallas, TX	MJBiz - Las Vegas, NV
CannaFest – Mexico	ICACO - Vienna, Austria	ROC Golf Tournament	Natural Products Expo East	HPRS Race 7
The Best You Expo - Long Beach, CA	HPRS Race 1	NBC4 NY Health & Fitness Expo	HPRS Race 5	

Expected news flow

Significant corporate milestones achieved in first half to date

- ✓ Successfully listed on ASX with oversubscribed IPO
 - ✓ Exceeded revenue expectations for Q1 FY2018
 - ✓ Elixinol Australia submitted cultivation and manufacturing license applications with Office of Drug Control
 - ✓ Hemp Foods Australia launched SATIVA skincare range in Australia
 - ✓ Hemp Foods Australia harvested its main Australian hemp seed crop
 - ✓ New high value joint venture formed between Elixinol USA and Kersey Ag
-
- Cultivation and Manufacturing Licenses for Medical Cannabis subject to ODC
 - Elixinol Australia to further development of clinical trial strategy
 - Elixinol Australia medical education program focus
 - Hemp Foods Australia to launch new hemp nutrition bar
 - Elixinol USA to expand production capacity in Colorado USA
 - Further product launches across both Hemp Foods Australia and Elixinol USA

Summary

Elixinol Global is positioned to take advantage of the growing markets for hemp and medical cannabis

- \$13.3m revenue FY17 - exceeding prospectus forecasts
- \$6.6m revenue Q1 FY18 - 94% revenue growth vs prior year
- Strong balance sheet
- 3 diverse businesses: dietary supplements, food and medicinal cannabis
- Growing supportive legal environment in the USA
- Top 5 companies in the USA for hemp CBD products
- Recently legalised hemp foods - market leader
- Medical Cannabis license applications pending ODC approval
- Strong supply chain partners in all businesses
- Investing in growth in production capacity and new products
- Strong management team including experts with 25 years in the industry
- Solid foundations for global expansion
- Highest revenues of any ASX listed entity

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