



ECOFIBRE

Eric Wang
Managing Director

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Home Grown

Bell Potter
Agriculture
Conference

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Ecofibre is a leading diversified industrial hemp company

Summary

Founded	1998
ASX listing (EOF)	29 March 2019
Share price ¹	\$0.79
Market capitalization ¹	\$268m
Revenue FY21 (FY20)	\$28.8m (\$49.7m)
EPS diluted FY21 (FY20)	-2.16cps (+4.34cps)

Board & Management

Chairman	Barry Lambert
Deputy Chairman	Vanessa Wallace
Managing Director & CEO	Eric Wang
CFO	Jonathan Brown

Our businesses



#1 brand in the US retail pharmacy segment for hemp-derived CBD products. Vertically integrated operations out of Kentucky, USA



Vertically integrated business developing high performance textile and composite materials applications. Operations out of North Carolina, USA



Largest producer of 100% Australian grown hemp food and supplier to Australia's two largest supermarkets. Vertically integrated business operating out of NSW, Australia.

We have deep conviction in our chosen markets



Hemp-derived full spectrum extract helps people live a better life and will play an important role in **natural health care**.



High-tech materials / environmental sustainability is non-negotiable – manufacturers must deliver both as consumers will not settle for less.



Plant-based diets will continue growing in prominence. Hemp seed is one of the highest quality, sustainable sources of plant-based protein.

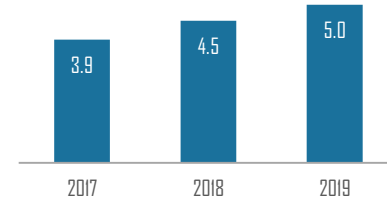
77%
of Americans
use supplements

“Nutraceutical use across the US is increasing, and this provides an opportunity for pharmacists to counsel patients on the appropriate use of available products”



“Sustainable materials, transparency and traceability, and supplier relationships are the key areas sourcing executives plan to work on for the next 5 years”

US plant based food market (USD\$B)



“Plant-based products achieved stronger growth in all major categories in 2019 than their animal based versions”

Hemp has a distinct advantage in each of these markets



*Natural
health care*

Ecofibre study: Ninety-seven patients completed the 8-week study. The primary inclusion criteria included patients between 30 and 65 years old with chronic pain who have been on opioids for at least 1 year.

Results: Over half of chronic pain patients (53%) reduced or eliminated their opioids within 8 weeks after adding CBD-rich hemp extract to their regimens. Almost all CBD users (94%) reported quality of life improvements. The results indicated a significant relationship between CBD and PSQI ($p = 0.003$), and PEG ($p = 0.006$).



*High-performance / Environmental
sustainability*

- Anti-microbial properties underpin industrial and commercial use in public environments post pandemic
- High quality source of cradle-to-cradle certified activated carbon
- Hemp absorbs 22 tons of CO₂ per ha - one of the fastest CO₂-to-biomass conversion tools
- Broad growing regions support sustainable production and economic growth - 14 week growing cycle and soil remediation benefits makes hemp an ideal rotation crop



*Plant-based
diets*

Hemp as a food:

- Rich in Omega-3 and Omega-6 fatty acids
- Has 24mg of iron per 100g - 4x soy
- >25% of total calories from high quality, complete protein
- Almost no simple carbohydrates or sugar
- Free of known allergens - no gluten, dairy, soya or lactose
- Non-GMO

Ecofibre portfolio established – differentiation strategy



Be the preferred provider in the US practitioner and pharmacy channels

- **Focused on professional segments:**
 - #1 US independent pharmacy brand
 - Only CBD manufacturer for CVS
 - White label provider to two of the largest US practitioner brands
 - Premium priced product range
- **Long-term investment in clinical R&D**
 - Only company with FDA authorization to study a hemp-derived CBD product
 - Three FDA authorized studies underway for peripheral neuropathy, anxiety and substance use disorder
 - Significant clinical research portfolio also includes gynecological cancers, opioid reduction, sleep quality and women's health



Be the recognized global leader in sustainable high tech hemp solutions

- **Focused on high performance outputs:** polymer compounding, yarn extrusion and 3D knitting
- **Innovation focus and defensible business model**
 - Nine patents issued (23 pending)
 - Highly customized equipment and technical know how
- **Sustainability core to the business model:** inputs, production methods and US supply chain
- **High quality long-term client base:**
 - Getinge, Controlled Products, Matrix and Zoox
 - New clients in FY22 - bedding, safety, automotive and fashion industries



Be the leading hemp food supplier in Australia and the USA

- **Focused on quality:** HACCP and BRCC certifications for manufacturing facility
- **Experience:** Largest grower and producer of 100% Australian hemp food - over 20 years of growing
- **Commercial:** Supply Woolworths and Coles across multiple brands
- **Committed to R&D**
 - Product development conducted for human and animal applications
 - One of the world's largest cannabis genetic resources - over 2,000 accessions from over 30 countries
 - Growing trials in 9 US states and 11 universities to support US expansion

Ecofibre – Corporate social responsibility

At the forefront of our industry's opportunity to be part of the solution to global climate change



THE BIDEN-HARRIS ADMINISTRATION IMMEDIATE PRIORITIES

President Biden will deliver bold action and immediate relief for American families as the country grapples with converging crisis. This will include actions to control the COVID-19 pandemic, provide economic relief, tackle climate change, and advance racial equity and civil rights, as well as immediate actions to reform our immigration system and restore America's standing in the world.

COVID-19

President Biden will move quickly to contain the COVID-19 crisis by expanding testing, safely reopening schools and businesses, and taking science-driven steps to address the communities - especially communities of color - who have been hardest hit by the virus. And, President Biden will launch a national vaccination program to inoculate the U.S. population efficiently and equitably.

[Read more about the Biden-Harris plan to beat COVID-19](#)

CLIMATE

President Biden will take swift action to tackle the climate emergency. The Biden Administration will ensure we meet the demands of science, while empowering American workers and businesses to lead a clean energy revolution.

Advocating and making the case to deliver change

US Hemp Roundtable (Eric Wang, VP Sustainability) is leading the efforts to implement a classification system to underpin manufacturer confidence in the use of industrial hemp. Industries to include, but not limited to, textiles and building.

Proposing a 5-year, federally funded program that will ultimately:

- support the US in delivering genuine climate change leadership
- develop new US manufacturing industries underpinned by industrial hemp
- develop a highly sustainable commodity crop for US farmers

Ecofibre well placed to lead the industrial hemp industry

- Founded in 1998 with a focus on research and innovation – one of the world's largest collections of cannabis genetics
- In 2016 committed to three markets where Ecofibre has deep conviction and industrial hemp has a distinct advantage
- 2017-2020: Established a portfolio of distinct businesses in each market
- A differentiated strategy and well placed as a leader in each market
 - Strong, defensible IP
 - Brand and top quality customers
 - Vertically integrated with very high quality delivery and capacity
 - Highly experienced management team and Board
 - Industry leadership at the national level in the US

