

Hygrovest Limited Suite 5706, Level 57, MLC Centre 19-29 Martin Place Sydney NSW Australia 2000

www.hygrovest.com.au info@hygrovest.com.au

#### **ASX RELEASE**

20 October 2022

#### PRESENTATION FOR HGV WEBINAR - 21 OCTOBER 2022

**Hygrovest Limited (ASX:HGV) ("HGV")** is an Australian-listed specialist investment company which concentrates on producing capital growth for shareholders over the medium term from investments in listed and unlisted equities and other financial assets.

#### **HGV Webinar Presentation**

On 13 October 2022 HGV announced it is hosting a live audio webinar of the HGV Investor Conference Call on 21 October 2022.

HGV has enclosed the attached presentation for the Investor Conference Call on Friday, 21 October 2022.

The Investor Conference Call will be conducted via Finance News Network.

In this webinar, Michael Curtis, HGV Non-Executive Director and Managing Partner of Parallax Ventures Inc and Mohan Nair, Chief Investment Partner of Parallax Ventures Inc, the asset manager of HGV's investments, will give an update on the following:

- HGV Investment Outlook
- Update on Major Investments
- 30 September 2022 NTA

Also presenting at this webinar is Tim Drury, Chief Executive Officer of Southern Cannabis Holdings.

To pre-register for the call, please follow the link below:

#### https://hygrovest.com.au/webinar/

Once registered, you will receive a confirmation email message that contains detailed information about joining the event.

Access to the audio webcast will open at 10.45 AM AEST on the day and the live stream is scheduled to begin at 11.00 AM AEST.

Investors are encouraged to provide questions in advance to info@hygrovest.com.au.

#### **About Southern Cannabis Holdings**

Southern Cannabis Holdings ("SCH"), an unlisted Australian company, builds, integrates and operates high value brands across the cannabis value chain. Its operations include clinical services, research and supply chain capabilities.

HGV became an investor in SCH in April 2018 and currently holds 21m shares representing approximately 17% of SCH's issued capital with a book value of \$3m at 30 September 2022.

-----

#### **Investor and Media Enquiries**

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

#### About HGV

Hygrovest Limited (ASX:HGV) ("HGV") (ABN 91 601 236 417) is an Australian-listed specialist investment company which concentrates on producing capital growth for shareholders over the medium term from investments in listed and unlisted equities and other financial assets.

#### Important Notice

This announcement contains reference to certain intentions, expectations, future plans, strategy and prospects of HGV. 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 HGV may be influenced by a number of factors, many of which are outside the control of HGV. No representation or warranty, express or implied, is made by HGV, 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 HGV'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. HGV 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 HGV. 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"). HGV'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.

Hygrovest Limited 2





#### **DISCI AIMER**

This presentation and the presentation materials (together, the Presentation) have been prepared by Hygrovest Limited (Company) (ABN 91 601 236 417). By receiving the Presentation, you acknowledge and represent to the Company that you have read, understood and accepted the terms of this disclaimer. It is the responsibility of all recipients of the Presentation to obtain all necessary approvals to receive the Presentation and receipt of the Presentation will be taken by the Company to constitute a representation and warranty that all relevant approvals have been obtained. All information is unaudited unless otherwise stated.

#### SUMMARY INFORMATION

The information in the Presentation is of a general nature and does not purport to contain all the information that:

- (a) a prospective investor may require in connection with any potential investment in the Company; or
- (b) would be required in a prospectus or product disclosure statement or other offering document prepared in accordance with the requirements of Australian law or the laws of any other jurisdiction, including the United States of America.

You should not treat the contents of the Presentation, or any information provided in connection with it, as financial advice, financial product advice or advice relating to legal, taxation or investment matters. The Presentation is not intended to be used for the basis of making an investment decision.

This Presentation is provided expressly on the basis that, before making any investment decision, you will carry out your own independent inquiries into the matters contained in the Presentation and will make your own independent decisions about the affairs, financial position or prospects of the Company. The Company reserves the right to update, amend or supplement the information at any time in its absolute discretion (without incurring any obligation to do so).

#### **NOT AN OFFER**

The Presentation is for information purposes only. The Presentation does not comprise a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with the Australian Securities and Investments Commission) or any other law. The Presentation also does not constitute or form part of any invitation, offer for sale or subscription or any solicitation for any offer to buy or subscribe for any securities nor shall they or any part of them form the basis of or be relied upon in connection therewith or act as any inducement to enter into any contract or commitment with respect to securities.

#### **FUTURE MATTERS**

Certain statements contained in the Presentation, including information as to the future financial or operating performance of the Company and its investments, are forward looking statements. Such forward looking statements.

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions.

The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise. The words "believe", "expect", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "extimate", "may", "will", "schedule" and similar expressions identify forward looking statements. All forward looking statements contained in the Presentation are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.

#### NO LIABILITY

The Company has prepared the Presentation based on information available to it at the time of preparation. No representation or warranty, express or implied, is made by the Company, or any of its directors, officers, employees, advisers or agents:

- (a) as to the fairness, accuracy, completeness or reasonableness of the information, conclusions, statements, opinions or matters (express or implied) arising out of, contained in or derived from this Presentation or provided in connection with it, or any omission from this Presentation:
- (b) as to the attainability of any estimates, forecasts or projections set out in this Presentation; or
- (b) 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 the Company'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. The Company does not warrant or represent that the actual results, performance or achievements will be as expected, planned or intended.

To the maximum extent permitted by law, the Company, its related bodies corporate, directors, officers, their advisers, agents and employees of those entities do not accept any responsibility or liability including, without limitation, any liability arising from fault or negligence on the part of any person, for any loss arising from the use of the Presentation or its contents or otherwise arising in connection with it.

Such responsibility or liability is, to the maximum extent permitted by law, expressly disclaimed and excluded.

#### **US DISCLOSURE**

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). The Company'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.



## **Contents**

5 Investment Outlook

**6** Update on Major Investments

**10** Southern Cannabis Holdings Update

12 September 2022 NTA

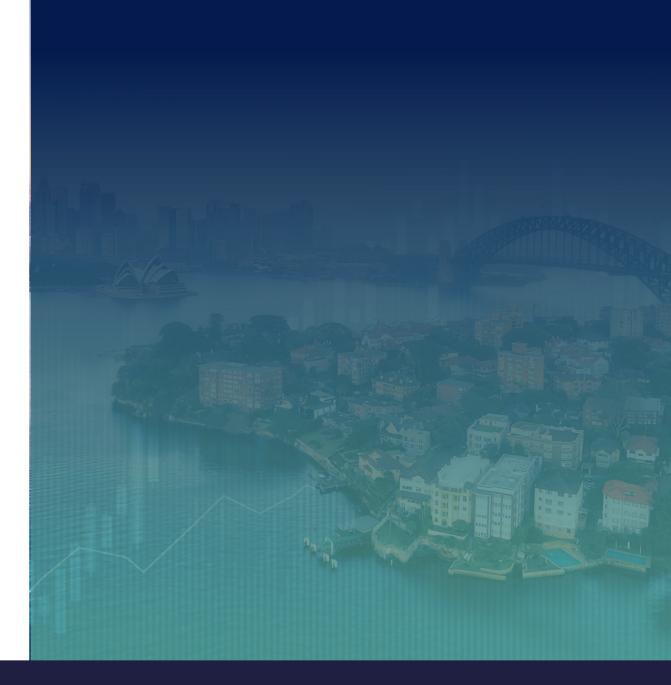
**13** Next Investor Update



## **Investment Outlook**

**Michael Curtis** 

Parallax Ventures Inc. ("Parallax")



### **Investment Outlook**

#### **Investing in a Volatile Market (CPI continues to fuel interest rates)**

- While US August CPI disappointed, September was inline and moderating, so it seems unlikely inflation doesn't continue to slow in North America during the coming months, driven by improved supply-and-demand dynamics, demand destruction and decreasing prices across all inputs
- The Fed continued the pressure with another jumbo-sized rate-hike (75bps) at its September meeting eliminating all hopes for an early "pivot" in 2023.
  - ▶ ECB, BofC, BofE all followed with similar hikes in hopes of fighting inflation, while attempting to protect their currencies from strong USD appreciation, although the recent CPI numbers from Germany aren't very encouraging.
- Yields jumped across the board to levels not seen since 2008 that was echoed across European markets with Italian, Spanish, and French yields also rising across the board.
  - UK gilt yields hit the roof sharply on the prospect of escalating public debt and a sharp increase in interest rates after the government slashed taxes by the most since 1972 to support the economy.
- A US dollar on steroids The USD is laying waste to currencies from the UK and Europe to Japan, India and China, which have all slumped below long-term levels in recent days.
  - ▶ To put it as simply, the strength of the U.S. dollar is causing too much pain worldwide, and traditionally something breaks when this happens.
  - Strong USD combined with rising yields for gold has been the ultimate headwind and investors shouldn't be surprised to see further pressure on gold in the near-term, although an indication of diminishing rate hikes would be an opportunity.



02

## **Update on Major Investments**

**Mohan Nair** 

**Parallax Ventures Inc. ("Parallax")** 





## Major Investments – Legacy Sector

#### Continued strength illustrated by portfolio companies

- While no longer a single sector investor, HGV has legacy investments in the cannabis sector which appears to have bottomed.
  - The last several years had brought an overall loss of investor confidence as profitability and viable business models for many cannabis operators failed to materialize.
  - Valuations plummeted, growth capital became harder to obtain, and many companies were forced to make reductions and consolidate with others in order to navigate the hard times.
  - ▶ The underlying business performance of our portfolio companies has been better than current valuations would suggest.
- While rumbling about US legislation could be driving the news, it is more likely that cannabis equities have entered the downturn better positioned as the businesses have already cut costs, refocused and mostly moving towards profitability.
  - At this stage in the cycle, investors should expect to see increased investor appetite as M&A activity begins and sentiment shifts to more recession proof sectors.
  - Weed Me has continued to outperform its peers and we believe it will be viewed by both investors and larger entities as a premium asset.



## **Major Investments – Legacy Sector**

#### Revenues and profitability accelerating in portfolio companies

- Weed Me
  - Continues to deliver strong revenue growth. The addition of the Quebec market together with continued innovation and ever increasing product offerings increases the likelihood of record results for the year.
  - Weed Me's ability to integrate small tuck in acquisitions, such as TREC brands, combined with additional new products illustrates their market leading position.
- Delivra Brands (formerly Harvest One)
  - Focus on core products that are recognized brands (DreamWater and Satipharm) with strong efficacy appears to be a winning strategy, especially with the return of travel and international expansion efforts accelerate.
  - Management has made significant improvements over the last four years in both EBITDA and gross margins, so incremental revenue improvements will fall to the bottom line.
- The remainder of portfolio companies continue to show strong progress, such as Southern Cannabis, Sequoya Cannabis, and Medio Labs/Brainworks, in both revenue and cashflow.



## Major Investments – Strategic Direction

#### **New Investment Opportunities Abound**

- In a market where cash is king, Hygrovest has been sitting on a <u>significant</u> cash balance that will be deployed into high quality names as market stability returns that benefit shareholders.
- These new funds will be allocated to our new strategy focused on high growth sectors including:
  - Information Technology (software, esports, crypto, etc.)
  - Healthcare (biotech, vaccines, etc.)
  - Commodities (metals & mining, oil and gas)
  - Consumer Discretionary (high growth brands, products)
  - Other sectors
- We aim to create a basket of diversified uncorrelated strategies in larger cap names as the equity markets recover.





# **Update on Southern Cannabis Holdings**

Tim Drury, CEO
Southern Cannabis Holdings ("SCH")







## 30 September 2022 NTA

Jim Hallam
HGV Chief Financial Officer





## **HGV Investment Portfolio as at 30 September 2022**

Investment	Country	Business	MOIC (current portfolio)	Cannabis investments	Non-Cannabis investments	Total Portfolio Book Value (unaudited)	Weight	Book Value (unaudited)	Weight
			30-Sep-22 Times	30-Sep-22 AUDm	30-Sep-22 AUDm	30-Sep-22 AUDm		30-Jun-22 AUDm	
Delivra Health Brands Inc.	Canada	Health and wellness products	0.2	1.6	•	1.6	6%	1.9	7%
BevCanna Enterprises Inc	Canada	Cannabis beverages and extracts	n/a	0.3		0.3	1%	0.4	1%
Portfolio of listed small caps	Canada/ Australia	various listed small caps			0.2	0.2	1%	0.1	0%
Listed investments				1.8	0.2	2.0	7%	2.4	9%
Weed Me	Canada	Cultivation and sales of branded cannabis products	2.5	11.9		11.9	42%	10.0	38%
Sequoya	Canada/ Poland	CBD Extraction	0.2	0.9		0.9	3%	0.9	3%
Southern Cannabis	Australia	Medicinal cannabis clinics and research	2.9	3.0		3.0	11%	1.1	4%
J Supply	Canada	Retailer of cannabis products	n/a	0.3		0.3	1%	0.3	1%
Vintage Wine Estate	Canada	Investment in beverage businesses	0.5		0.7	0.7	3%	2.1	8%
Valo Therapeutics	Finland	healthcare	1.0		1.0	1.0	4%	1.0	4%
Brainworks Foundry Inc.	USA	healthcare	1.0		1.5	1.5	5%	1.5	6%
Unlisted investments				16.1	3.3	19.3	69%	16.9	64%
			0.6	17.9	3.4	21.3	76%	19.2	73%
Cash					6.1	6.1	22%	6.3	24%
Company tax refund receivable					0.8	0.8	3%	0.7	3%
Total Portfolio				17.9	10.3	28.2	100%	26.2	100%



## **Next Investor Update**

If you have any questions please email info@hygrovest.com.au

The next shareholders audio webinar update is scheduled for January 2023.

Further details will be announced closer to the scheduled date.



#### **Hygrovest Head Office**

Suite 5706, Level 57, MLC Centre 19-29 Martin Place Sydney NSW Australia 2000

PO Box H100 Australia Square NSW 1215

Email: <a href="mailto:info@hygrovest.com.au">info@hygrovest.com.au</a>
Website: <a href="mailto:www.hygrovest.com.au">www.hygrovest.com.au</a>
Company Secretary: Jim Hallam

#### Parallax Ventures Inc.

Michael Curtis – Managing Director mike@parallaxventures.ca

