



# **AUGUST 2021 INVESTOR PRESENTATION**

BOD AUSTRALIA LIMITED (ASX: BDA)

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## **Non-IFRS measures:**

We supplement our financial information reporting determined under International Financial Reporting Standards (IFRS) with certain non-IFRS financial measures, including cost of goods sold and earnings before interest, tax, depreciation and amortisation (EBITDA). We believe that these measures provide meaningful information to assist management, investors and analysts in understanding our financial results and assessing our prospects for future performance. Non-IFRS measures have not been subject to audit or review.

This presentation has been authorised for release by the Board of Bod Australia Limited.

# A CBD AND MEDICINAL CANNABIS HEALTHCARE COMPANY WITH A DEFINED GROWTH STRATEGY

- Bod provides single sourced, standardised plant based Active Pharmaceutical Ingredients (API) to distinct market verticals
- The company is focused on plant derived cannabinoid solutions and science led product innovation
- Products are developed under EU GMP Pharmaceutical Grade Manufacturing and Good Agriculture Cultivation Processes ensuring the highest quality
- Bod is seeking to lead industry R&D and utilise science led product innovation to unlock health benefits for patients and consumers



# TWO CORE OPERATING BUSINESSES



## MEDICINAL CANNABIS

Focused on sales of established MediCabilis product in Australia and the UK

MediCabilis product extracts have been tested in Phase I Clinical Trials with additional trials and R&D programs ongoing

Continued focus on collaborations with research and medical institutions to build real-world data and support specifics on indications and commercialisation

Focused on patient support, accessibility and affordability

Growing suite of IP for licencing opportunities and future product development



## CBD WELLNESS

All products licenced to Swisse Vitamins parent company, Health and Happiness International Limited (HKSE: 1112)

Bod is responsible for delivery of innovation to support product launches and build underlying value

30+ products now in market in collaboration with H&H Group with additional 6+ expected to launch in coming months

Established footprint with products sold and distributed in the UK, Italy, Netherlands, Australia and the USA



# FY2021 RESULTS HIGHLIGHTS

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## REVENUE

**\$7.52M**

UP 25% OVER PCP

## NET LOSS AFTER TAX

**↓~12%**

DECREASE ON PCP TO ~4.2M

## OPEX

**↓~18%**

WITH INCREASED INVESTMENT  
IN PERSONNEL AND R&D ALLOWING BOD  
TO CREATE LONG TERM VALUE

## MEDICINAL CANNABIS SALES REVENUE

**↑40%**

OVER PCP TO \$2.4M

## CBD & HEMP PRODUCT SALES

**↑13%**

INCREASE ON PCP TO ~4.4M

## CASH AT BANK

**\$8.05M**

PROVIDES CONSIDERABLE  
FINANCIAL FLEXIBILITY

# CONSISTENT TOP LINE GROWTH AND CASH OUTFLOW REDUCTION

Revenue across all business divisions has increased – growth underpinned by strong demand for CBD wellness and medicinal cannabis products

CBD Wellness product sales accounted for \$4.4m in revenue – expansion into USA, Netherlands, Italy, UK and Australia allows Bod to increase revenue

Medicinal cannabis sales up 40% to \$2.4m during FY2021

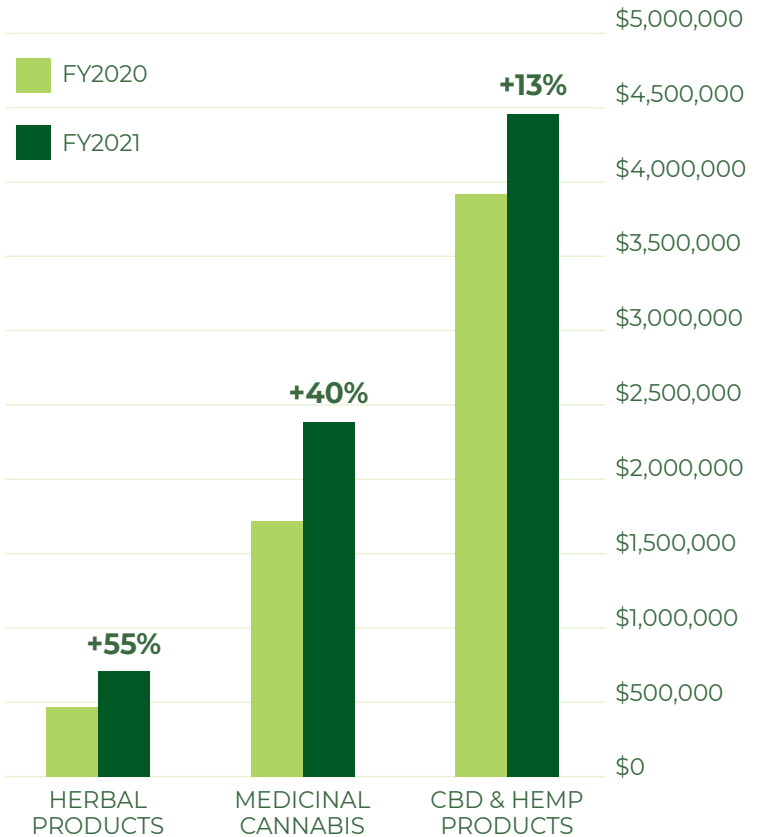
Operational expenditure streamlined with NLAT reduced by 12.3% on PCP

Average profit margin across operating divisions remains favourable at 37%

TOTAL REVENUE



REVENUE BY DIVISION



# STRONG MEDICINAL CANNABIS PRODUCT SALES GROWTH

Total product units sold during FY2021 were 12,187 – up 212% on FY2020 (FY2020: 3,907)

Total revenue from medicinal cannabis sales was up 40% to \$2,364,352

UK operations now gaining traction – first sales secured during FY2021 with scale up imminent

65% of prescriptions filled during FY2021 were repeat patients – highlights the quality of medicine and continued product satisfaction

46% market share of total Australian market for full plant high CBD product maintained during FY2021

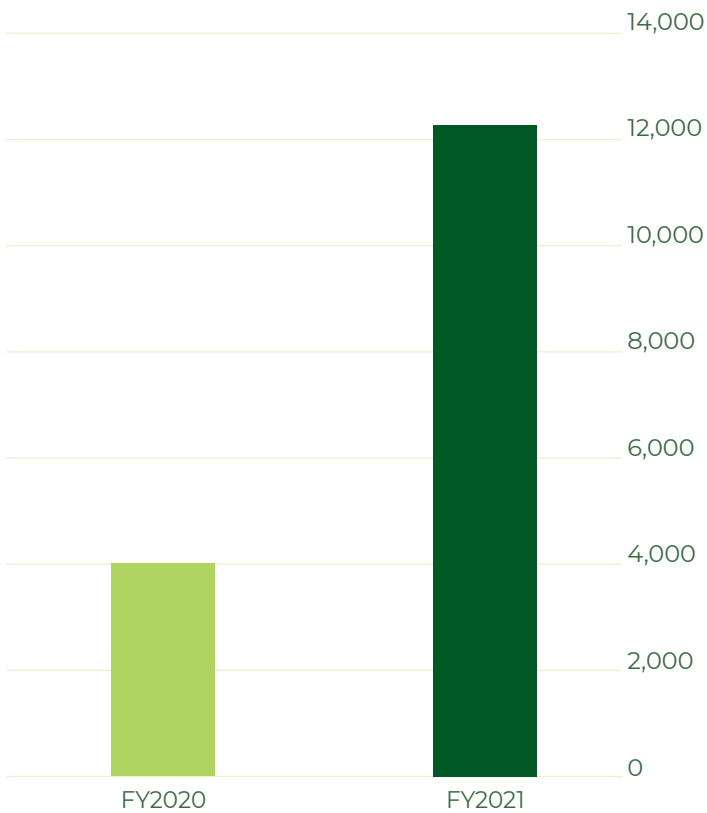
**GROWTH UNDERPINNED BY:**

Ongoing educational initiatives and engagement with healthcare professionals

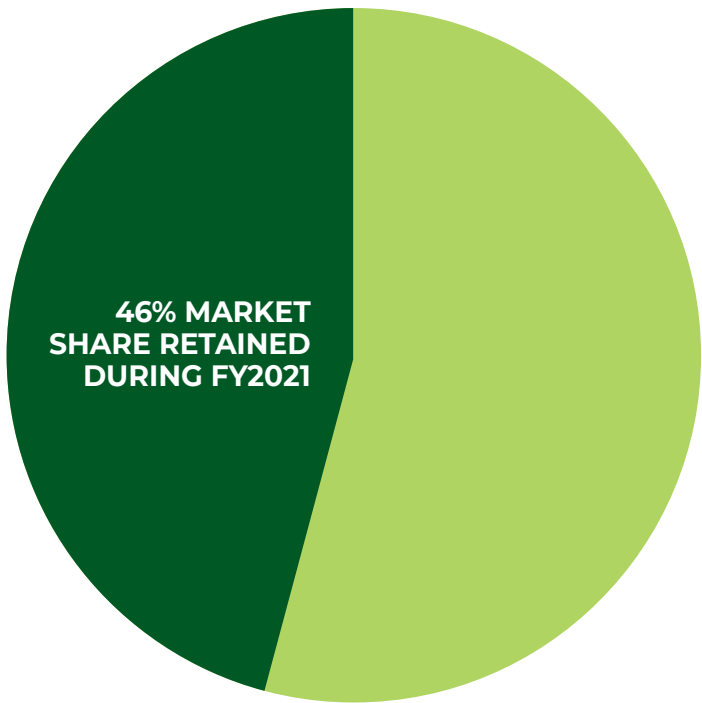
Nationwide clinical studies into the efficacy of Bod’s medicines on debilitating illnesses

High quality, efficacy and patient satisfaction

TOTAL UNITS SOLD



BOD’S MARKET SHARE DURING FY2021<sup>1</sup>



<sup>1</sup> Total Australian market for full plant high CBD products

# CBD WELLNESS PRODUCT SALES

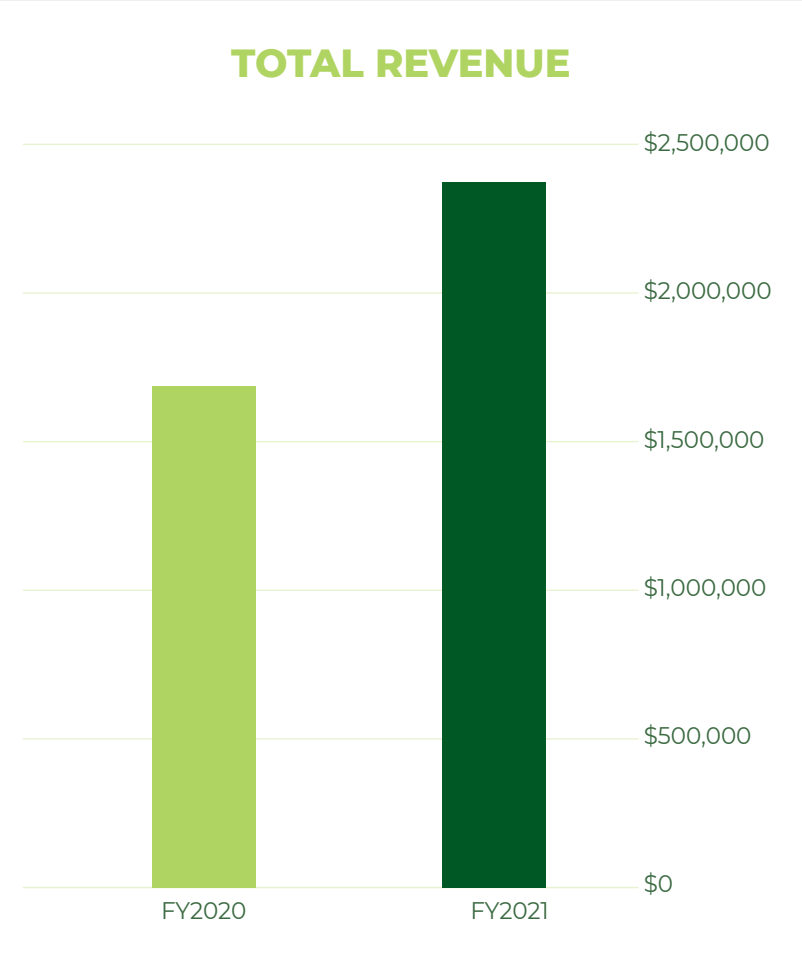
Total of 30+ products launched during FY2021 with another 6+ expected in coming months

Total revenue generated from CBD Wellness products was \$4.4m, up 13% on FY2020 division revenue of \$3.9m

International expansion into European countries, USA and Australia has underpinned growth

Costs associated with product marketing were reduced by 48% from \$0.52m to \$0.27m – exclusive agreement with H&H Group defraying Bod’s expenditure

Growth expected from existing markets through both recurring revenue and expansion of product offering





# CONSOLIDATED PROFIT AND LOSS – FY2021 VS FY2020

## SALE OF GOODS AND DIRECT COSTS

21% increase across verticals

Growth underpinning recurring and stable revenue base

## OPERATING COSTS

Down 18% following ongoing focuses on cost management and prioritisation of essential expenditure

Increases investments in personnel and R&D will allow Bod to pursue further growth

## NET LOSS AFTER TAX

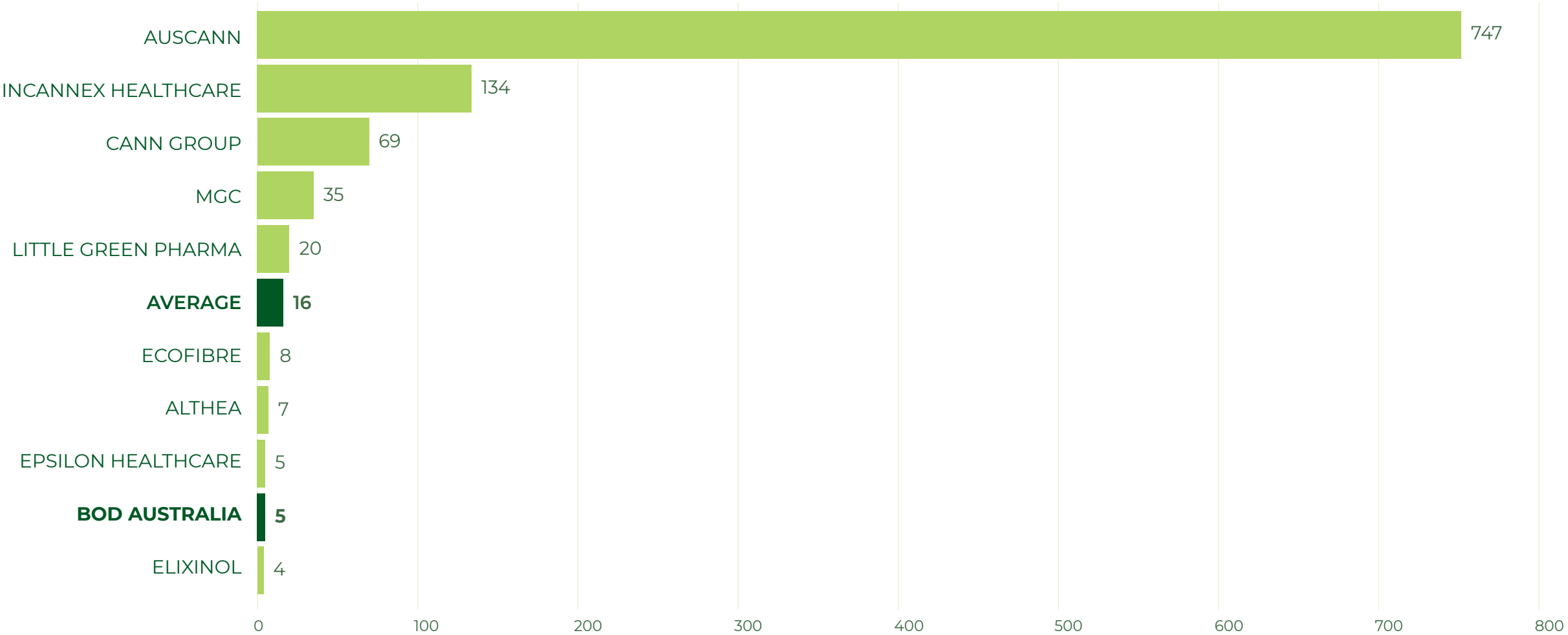
Net loss before income tax decreased by 12.3%

	FY2021	FY2020	%
Sale of goods	5,529,238	4,563,161	21.2%
R&D income & tax incentive	1,813,270	1,302,292	39.2%
Other revenue	163,320	109,819	48.7%
<b>Total revenue</b>	<b>7,505,828</b>	<b>5,975,272</b>	<b>25.6%</b>
Cost of goods sold*	3,895,959	4,267,601	-8.7%
<b>Gross profit</b>	<b>3,609,869</b>	<b>1,707,671</b>	<b>111.4%</b>
Personnel costs	3,899,399	2,584,160	50.9%
R&D expenses	1,980,210	1,686,781	17.4%
Other expenses	1,843,085	2,265,114	-18.6%
<b>Total expenses</b>	<b>7,722,694</b>	<b>6,536,055</b>	<b>18.2%</b>
<b>EBITDA</b>	<b>(4,112,825)</b>	<b>(4,828,384)</b>	<b>-14.8%</b>
Depreciation, interest & tax	113,280	(9,244)	-1325.4%
<b>Net loss after tax</b>	<b>(4,226,105)</b>	<b>(4,819,140)</b>	<b>-12.3%</b>
Operating expenses as % of revenue	103%	109%	

\* Costs of good sold is the net amount of "Raw materials and consumables used" and "Impairment of inventories" as disclosed in the audited financial statements for the year ended 30 June 2021.

# PEER COMPARISON

REVENUE MULTIPLIER (INDUSTRY PEERS)



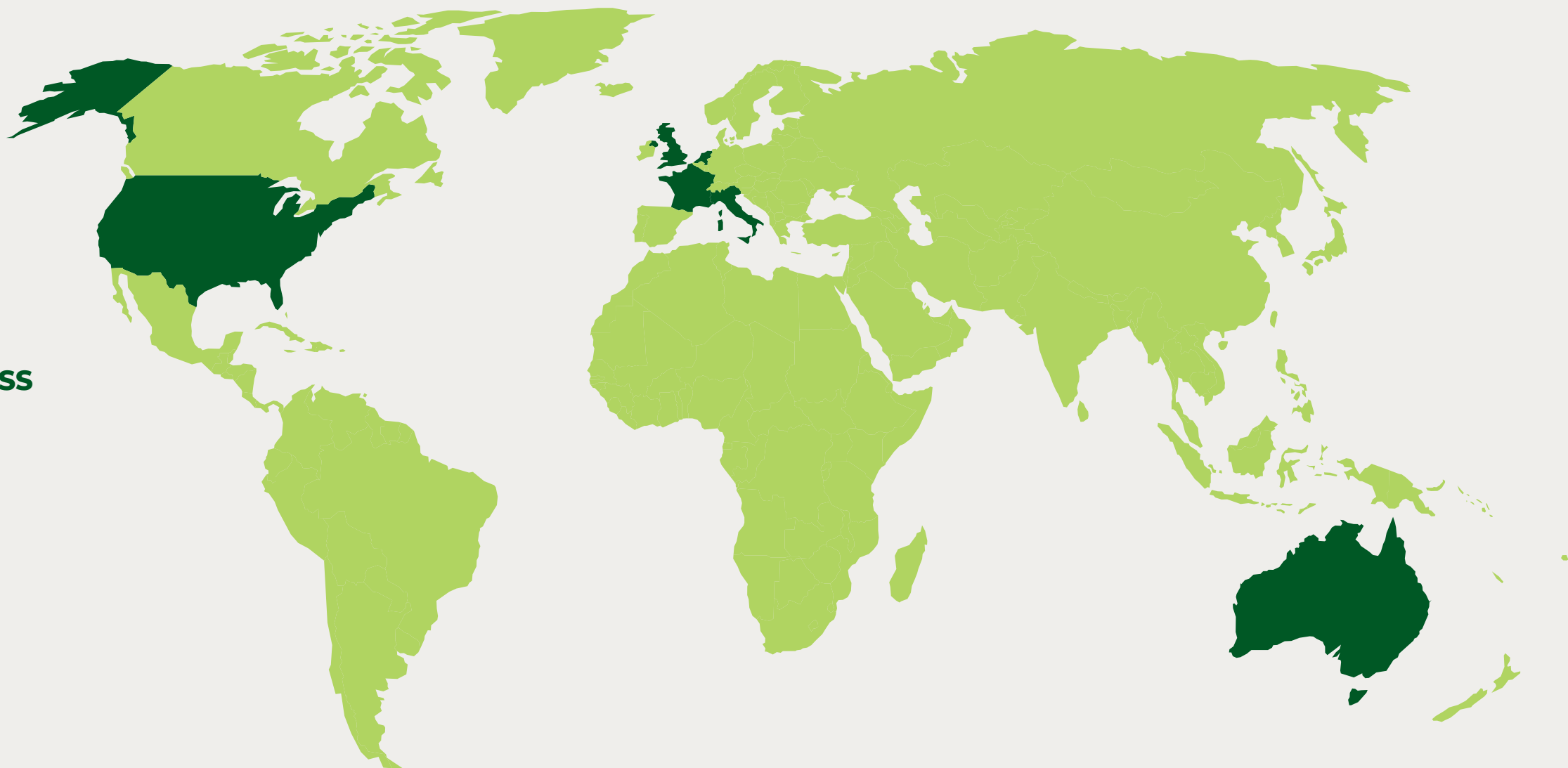
BASED ON INTERNAL CALCULATIONS: FULL YEAR RESULTS - RECIEPTS FROM CUSTOMERS / MARKET CAP



Australia  
UK

## CBD WELLNESS

- Australia
- UK
- Italy
- France
- Netherlands
- US



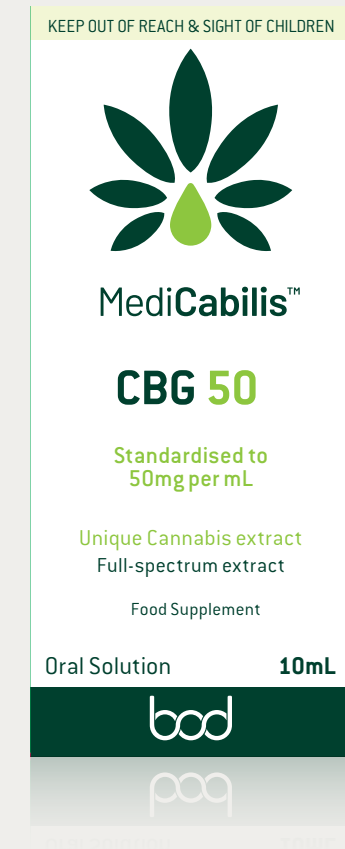
# BUILDING A PIPELINE OF CLINICALLY TRIALLED CANNABINOID TREATMENTS

Bod has developed a full plant high CBD oral formulation under MediCabilis®, available through special medicine scheme in UK and Australia

Phase 1 and 2a clinical trials have been conducted with results published in British Journal of Pharmacology

Bod has also recently launched a purified CBG oral formulation under MediCabilis® for a clinical trial program in the UK

The company has a pipeline of additional cannabinoid products under development with a specific focus on Mental Health and Chronic Pain





# OUR STRATEGY

Bod seeks to lead in the field of research and science and the commercialisation of novel cannabinoid solutions for both patients and consumers alike

To meet unmet needs and harness the health benefits the Cannabis plant working with the dominate compounds of the plant

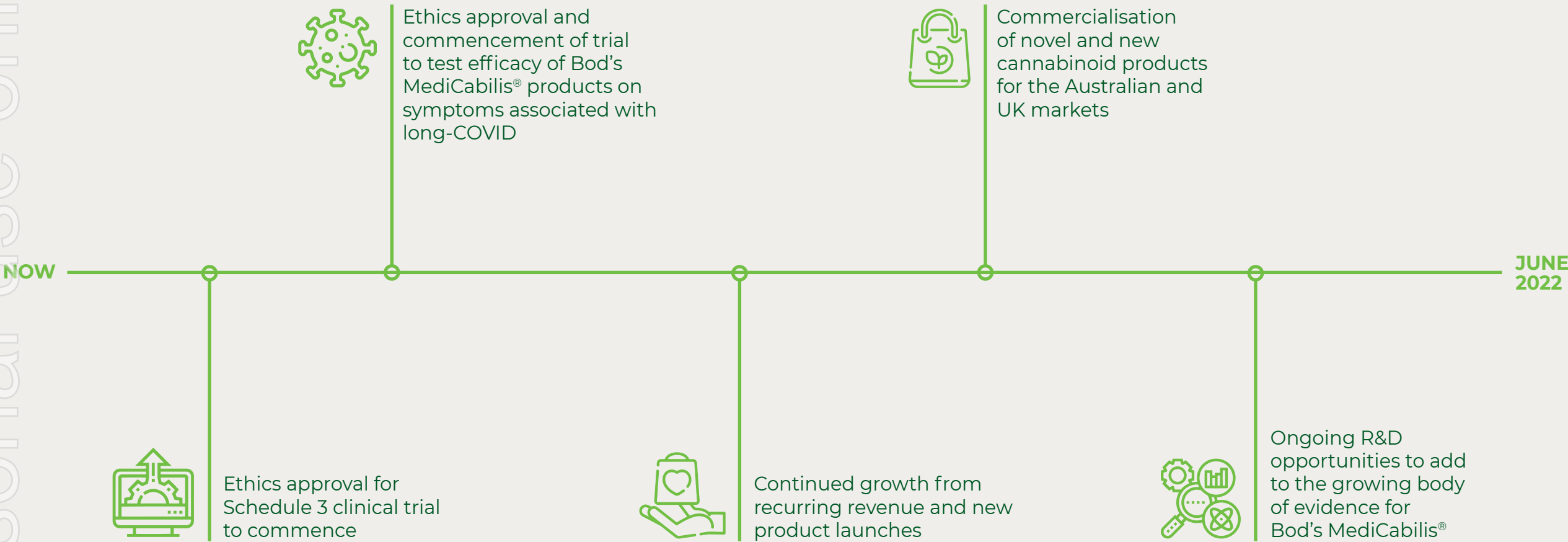
Bod is building a network of experts in the area of genetics; extraction and product development for Cannabinoid Treatments

Bod maintains control over all facets of the business from product development, manufacturing and commercial distribution





# NEAR TERM GROWTH DRIVERS





# THANK YOU

Level 1, 377 New South Head Road  
Double Bay NSW 2028

+612 9199 5018

[bodaustralia.com](http://bodaustralia.com)  
[bodpharmaceuticals.com](http://bodpharmaceuticals.com)



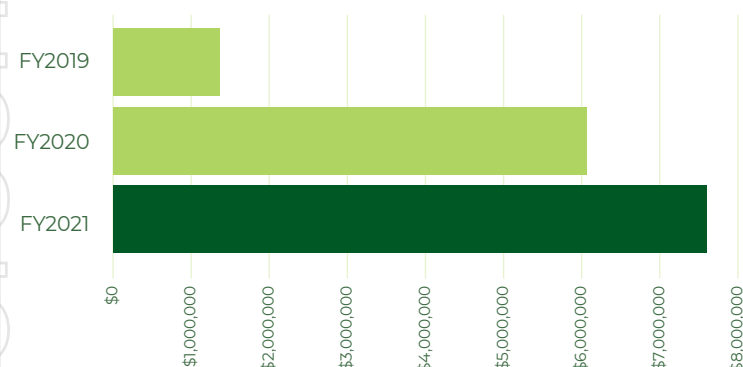
# APPENDIX 1: CORPORATE SNAPSHOT

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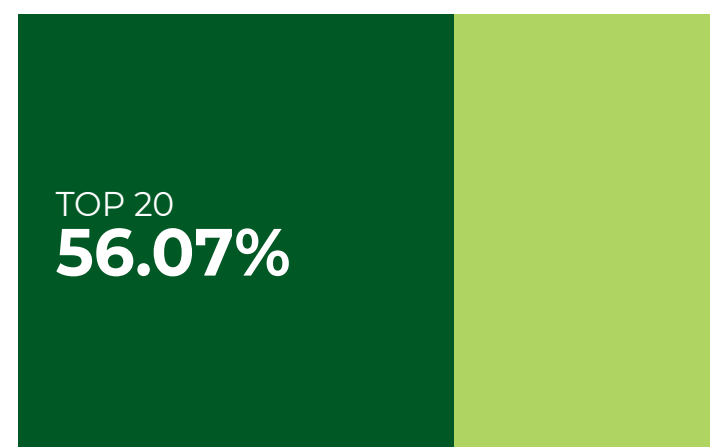
## CAPITAL STRUCTURE

SHARES ON ISSUE	105.9M
MARKET CAP	\$30.2M AT \$0.285 PER SHARE
CASH	~\$8.05M AS AT 30 JUNE 2021
DEBT	NIL
52 WEEK HIGH/LOW	\$0.74 / \$0.265

## ONGOING TOPLINE GROWTH



## SUBSTANTIAL SHAREHOLDERS

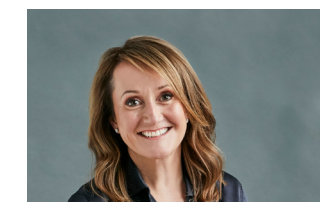


NEW H2 LIMITED	14.03%
SG HISCOCK & COMPANY LIMITED	7.42%
MS JO PATTERSON	6.18%
AWJ FAMILY PTY LTD	5.35%
MR CRAIG WELLER	4.58%
SANLAM PRIVATE WEALTH	2.36%
GP SECURITIES	2.15%

## BOARD AND MANAGEMENT



**MARK MASTERSON**  
Non-Executive Chairman



**JO PATTERSON**  
Chief Executive Officer



**GEORGE LIVERY**  
Non-Executive Director



**AKASH BEDI**  
Non-Executive Director



**HANNO CAPPON**  
Non-Executive Director



**SIMON O'LOUGHLIN**  
Non-Executive Director

AS OF 20 AUGUST 2021

# APPENDIX 2: BOARD & MANAGEMENT

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## MARK MASTERSON

Non-Executive Chairman

Mark boasts two decades of experience in the pharmaceutical and healthcare sectors.

He began his career with Johnson & Johnson before joining global healthcare giant, Abbott Laboratories where he held multiple senior positions.

He also held the role of CEO with Australia's largest private diagnostic imaging network, I-MED. Following the acquisition of I-MED, he was appointed Chairman of Medicines Australia.

## JO PATTERSON

Chief Executive Officer

Jo is a CEO and Managing Director with over 20 years' in business and corporate strategy with exposure both in Australia and overseas. She has developed a number of businesses from start-up as well as driving established organisations towards growth and merger trajectories.

She has been officially recognised as a successful business executive by winning a number of key business awards and her acumen is evidenced in the success of previous companies in the technology, advertising and beauty sectors. Jo has held multiple CEO and Managing Director roles over her career.

These wide and diverse experiences led her to establish Bod Australia in 2014 and subsequently list the business on the ASX in 2016.

## GEORGE LIVERY

Non-Executive Director

George has ~30 years' experience domestically and internationally.

His experience is most notably culminated with Swisse Wellness Group, where he was instrumental in negotiating the \$1.67B transaction with Biostime (H&H Group) and leading the corporate integration and strategy of the companies post transaction.

## AKASH BEDI

Non-Executive Director

Akash is Chief Strategy & Operations Officer at H&H Group.

He is based in Hong Kong and is responsible for leading H&H Group's strategy and business development including M&A and strategic investments for NewH2.

He has extensive experience in investing in global start-ups and high growth companies.

## HANNO CAPPON

Non-Executive Director

Mr Cappon is currently Chief Technology Officer at H&H, a position which he has held since January 2021.

He has an extensive background in chemistry, life sciences, nutrition and health innovation and developing new consumer and healthcare solutions for commercialisation.

Mr Cappon's previous senior roles with large international companies include VP R&D Nutritionals & Digestive Health at Bayer Consumer Health, Switzerland, as well as VP R&D Nutricia Medical Nutrition at leading multinational food company Danone Nutricia, Netherlands, amongst others.

## SIMON O'LOUGHLIN

Non-Executive Director

Simon is the founder of Australian based commercial law firm, O'Loughlins.

He has unparalleled experience in commercial and corporate law and also holds accounting qualifications.

Simon has extensive experience with ASX-listed companies and was the former Chairman of the Taxation Institute of Australia (SA Division).

# APPENDIX 3: SCIENTIFIC ADVISORY BOARD

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## **ASSOCIATE PROFESSOR ARMAN SABET MD, FRACP**

A medical doctor and the Head of the Neurology Department at Gold Coast University Hospital and an Associate Professor of Neurology at Griffith University.

Dr Sabet specialises in the treatment and management of neurological disorders, with a special interest in the utility of medicinal cannabis in clinical settings to help give patients the improved quality of life.

Dr Sabet will provide crucial clinical insight and valuable expertise into neurological disorders.

## **PROFESSOR ANDREW MCLACHLAN AM, PHD**

Head of School and Dean at the Sydney Pharmacy School, The University of Sydney.

He is a trained pharmacist, university academic and scientific researcher with experience in clinical pharmacology and the quality use of medicines.

Professor McLachlan is the former chair of a human research ethics committee and serves on Australian government committees related to medicines policy, evaluation, regulation and antidoping.

He will provide invaluable expertise on clinical pharmaceutical research as well as the processes around drug development.

## **PROFESSOR IAN OLVER AM, MD, PHD**

Currently a Professorial Research Fellow in the School of Psychology at the University of Adelaide.

Trained as a medical oncologist and bioethicist, his current research focuses on supportive care in cancer and psycho-oncology.

Professor Olver was previously CEO of Cancer Council Australia and Clinical Director of the Royal Adelaide Hospital Cancer Centre.

His extensive experience and history in oncology practice and research will be invaluable for the research and development of cannabinoid therapeutics.