

# ALTHEA GROUP Holdings Limited

(ASX:AGH)

INVESTOR PRESENTATION SEPTEMBER 2019

## Choose an Althea life

#### **ESTABLISHED**

Althea is an Australian licensed producer, supplier and exporter of pharmaceutical grade medicinal cannabis

### **EDUCATION**

Althea is a leading provider of medicinal cannabis education, market access and management services. Althea supports eligible patients and Healthcare Professionals with navigating medicinal cannabis treatment pathways

#### **EXPANSION**

Althea operates in highly regulated medicinal cannabis markets, including Australia and the United Kingdom, with expansion opportunities in emerging markets across Europe and Asia

### **ACCESS MADE SIMPLE**

Althea Group Holdings Limited (ASX:AGH)

**ALTHEA CONCIERGE:** An online platform for patients, doctors and pharmacists to manage their medicinal cannabis needs



### **KEY MARKET STATISTICS | LISTED ON ASX: 21 SEPTEMBER 2018**

#### **Share Price Performance**



#### Key Market Statistics<sup>1</sup>

ASX code	AGH
Listing price (Date of listing)	\$0.20
Current Share Price	\$0.790
Market capitalisation	\$184.15m
Shares on issue	233.1m
GISC clarification	Pharmaceutical, Biotechnology & Life Sciences

#### <sup>1</sup>As at 10 September 2019

## **EXPERIENCED & RELEVANT LEADERSHIP TEAM**





#### Andrew Newbold | Chairman & Independent Non-Executive

- Extensive experience as director of numerous private companies and not-for-profit organisations
- 20 years' experience as a commercial lawyer and has played an integral role in the development of various businesses.



#### Joshua Fegan | Chief Executive Officer & Founder

- Founder of Althea Group with extensive experience in business building, sales and marketing
- Proven business and strategy skills and previously held numerous senior management roles at national value-based retailer, Strathfield Group



#### Penny Dobson | Independent Non-Executive Director

- Accomplished business executive in healthcare industry and trained pharmacist in New Zealand, three decades at global pharma Merck & Co, in a variety of commercial roles
- Currently Deputy Chair of the Australian Nuclear Science and Technology Organisation Board, and a non-executive director at Invetus Pty Ltd



#### Alan Boyd | Independent Non-Executive Director

- Chief Financial Officer and Company Secretary of Ridley Corporation, an ASX-listed provider of high-performance animal nutrition solutions
- Alan has occupied the same position with listed biotechnology companies Avexa Limited and Zenyth Therapeutics Limited

## END TO END BUSINESS MODEL ENABLED



 Fully Licenced: One of the few companies that has been granted the full suite of licences from Office of Drug Control (ODC) and Agriculture Victoria

Production, Cultivation & Manufacture (ODC)	Right to grow and manufacture medicinal cannabis products
<b>Supply, Import</b> (ODC)	Right to import medicinal cannabis for distribution to patients in Australia
Export (ODC)	Ability to export Althea medicinal cannabis to other jurisdictions
Hemp Cultivation (Agriculture Victoria)	Ability to grow hemp product

- In market products: Althea supplies patients with pharmaceutical grade, full spectrum medicinal cannabis products
- Seed-to-sale certification: Safety, consistency and quality of Althea medicinal cannabis is ensured through a 509-step quality assurance process
- Simplifying access to medicinal cannabis products: Online platform for education, access and management services via *Althea Concierge* – a free service for patients, Healthcare Professionals (HCPs) and pharmacists in target territories



Australian Government

Department of Health Office of Drug Control



## **ALTHEA CONCIERGE**



**Patients HPCs Pharmacists Complete SAS-B Dispensing and** Find HCPs applications in product information under 5 minutes Information on for Althea medicinal access pathways Access patient cannabis treatment plans

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- Launched September 2018 in Australia and May 2019 in UK
- Proactively engages key stakeholders with Althea. Turning point for HCPs and patients
- New smart phone app launching Q4 2019, featuring:
  - Interactive patient treatment plans
  - Real World Data (RWD) registry that can report on efficacy, safety, QALY and patient reported outcomes
  - Unrivalled patient support

## **IMPROVING CLINICAL ACCESS**



### Education

MEDIC (Medical Education in Cannabinoids) is a free online portal offering evidence-based education and resources for Australian & UK HCPs on medicinal cannabis



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RACGP
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Mode of action and efficacy Safety and clinical considerations Indications (chronic pain, mental health, CINV, other)



### **Inflammation trial**



**Inflammatory Bowel Disease** (Ulcerative Colitis/Crohn's Disease) **trial** 

Both studies will also investigate the mechanism of action of IP on blood inflammatory and immune cell markers and define the pharmacokinetic profile of IP

**Clinical Studies** 

## MEDICINAL CANNABIS: HISTORY & OUTLOOK IN AUSTRALIA Increasing Usage & Growing Industry



For doctors, the Therapeutic Goods Administration's (TGA) special access scheme requires an application form to be filled out for each patient, detailing their medical history and justifying why medicinal cannabis is an appropriate treatment



Cannabis on track to become a \$1.2 billion industry over the next 10 years - Prohibition Partners

The Australian market has clearly overcome early obstacles to patient access and is now in a rapid growth phase

The proportion of the market being addressed, however, is still miniscule. With an estimated addressable market of up to 500,000 in Australia and a current market of only 5,000 Active Patients

- FreshLeaf Analytics

Therapeutic Goods Administration (TGA) TGA SAS B Monthly Application Approvals (Cumulative)

## **HIGHLIGHTS: ALTHEA IN AUSTRALIA**

**Approaching Rapid Growth Phase & Increasing Market Share** 

- 1,974 patients have now been prescribed Althea medicinal cannabis products in Australia
- 303 Healthcare Professionals have prescribed Althea medicinal cannabis
- Althea welcomed 392 new patients in August at a rate of approximately 18 patients per business day, representing the largest number of new patients to be prescribed Althea products in a single month
- Althea has approximately 32% market share in Australia based on active patients\*

\*Based on Freshleaf Analytics 'Australian Medicinal Cannabis Market Patient, Product and Pricing Analysis Q3 2019' estimate (at p.10) of less than 5,000 active patients; and including Althea's total patient accumulation less inactive patient approximation





#### 400 3.00 200 May-18 Jun-18 Jul-18 Aug-18 Sep-18 Oct-18 Nov-18 Dec-18 Jan-19 Feb-19 Mar-19 Apr-19 May-19 Jun-19 Jul-19 Aug-19

**Althea's Accelerating Patient Growth in Australia** 

**Accelerating Patient & Prescriber Growth** 

Total Patients

2,000

1,800

1,600

1,400

1,200

1,000

800

600

### Althea's Accelerating Doctor Growth in Australia



## MEDICINAL CANNABIS: ALTHEA IN AUSTRALIA

Average Patients Per Business Day

18.00

15.00

12.00

9.00

6.00

Althea Group Holdings Limited (ASX:AGH) | PAC Partners Hong Kong Conference - June 2019





## PATIENT CASE STUDY: ALTHEA IN AUSTRALIA



### **Real Patients Using Medicinal Cannabis With Real Results**

- A 50-year-old successful senior executive travelling for work slipped on a plane resulting in a significant knee injury. Subsequent treatment included pharmacological interventions such as anticonvulsants, narcotic analgesics, opioid analgesics and benzodiazepines, ketamine infusions and nerve blocks
- None of these treatments provided the desired relief. She was now irritable, in constant pain, struggling to sleep, suffering from depression, anxiety and had significant weight gain. She could no longer work and her husband resigned from his job to become her full-time carer
- The patient's GP initiated a treatment of Althea Champlain. At her 3-week review with her GP, she had substantially reduced her pain and insomnia medications. Her pain changed from a self-reported 9 out of 10, to a 4 out of 10
- She is now hopeful of being able to return to work in some capacity something that just 1 month ago seemed impossible





# **GLOBAL GROWTH**

INITIATIVES

## **UK & EUROPE: SUMMARY OF PROGRESS TO DATE**





## **MYACCESS CLINICS - LAUNCHED Q3 2019**

Althea has launched its own chain of private medical clinics in the UK, branded as MyAccess Clinics

First MyAccess Clinic launched in July 2019 in London with two additional locations in Bristol and Glasgow



### LED BY:

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- Graham Woodward RNMH FCMI as Clinical Director (23 years experience as a Medical Director), and;
- Sarah Dobbin as Patient Care Manager (previously managed a large Canadian LP's patient care team - serviced over 60,000 patients)
- Dr Chris Blue as Training Consultant (responsible for thousands of prescriptions of medical cannabis in Canada)

## **DRUG SCIENCE - TWENTY2I PILOT**





Drug Science's 'Project TWENTY21' is the UK's first national pilot for medical cannabis aims to enroll 20,000 patients before the end of 2021

Althea has been selected from a limited number of medicinal cannabis companies to supply its range of products to the Pilot's patients

Patient treatment and monitoring will be administered by doctors based in MyAccess Clinics

Potential UK patients will be able to register their interest in participating in the Pilot, which is scheduled to commence in Q4 CY19, via <u>www.myaccessclinics.com</u>

## **PEAK PROCESSING**



Processing Solutions

Peak applied for one of the Canadian industry's first large-scale (infused) cannabis processor licences

Potential to be a leading contract manufacturer for consumer brands wanting to launch recreational cannabis and CBD wellness products

Market share in a C\$4.34B potential legal recreational cannabis market in Canada

SUMMARY	<ul> <li>Value added products: Peak intends to extract, toll process and contract manufacture edibles, drinks and nutraceutical products for the Canadian and international market</li> </ul>
	<ul> <li>Market leading expertise: Peak founders have 20+ years of cannabis experience and have successfully built-out cannabis extraction and manufacturing facilities in Canada</li> </ul>
ASSETS	<ul> <li>Purpose-built facility: Proposed that Peak will be licenced and equipped to manufacture a range of premium cannabis extract products</li> </ul>
	• <b>EU GMP potential:</b> Peak facility can be upgraded to include EU-GMP certified extraction and manufacturing for medical cannabis production
OPPORTUNITY	• An underserviced cannabis market: Althea expects that food and beverage companies will want cannabis infused products included in their range in the future

## **PROPOSED EXTRACTION CAPABILITIES**





### Raw cannabis extraction

### Cannabis extract refinement

Cannabinoid isolation: THC & CBD

### Finished goods packaging

Cannabinoid potency testing

### Nano-emulsification

Spray drying

The above projected extraction capabilities assume Peak Processing's Canadian cannabis processor licence is granted and Peak commences commercial operations

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ACCESS MADE SIMPLE Althea Group Holdings Limited (ASX:AGH) www.althea.life

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