



Delivering high quality, cost effective
medicinal cannabis treatments to
patients

AGM PRESENTATION

November 2017

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Share Price¹	\$0.83
Market Cap	\$225.2m
Ordinary Shares on Issue	271,372,772
Options	16,827,639
Cash as at 30 Sept 2017	\$13.7m

Capital Raised

- \$5 million on listing – February 2017
- \$12 million Placement – May 2017

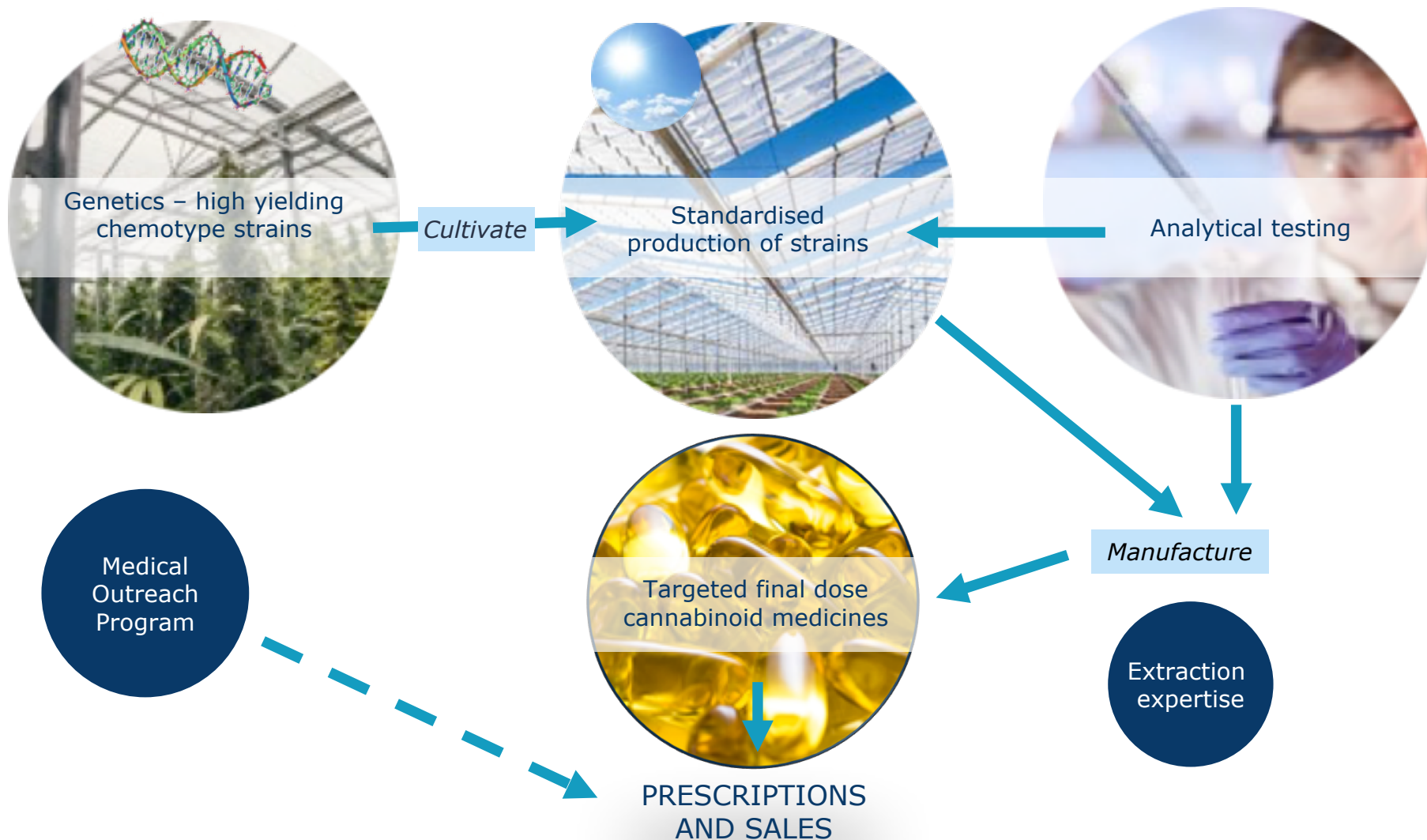
1. As at 23 November 2017

ASX listed companies developing cannabis products¹.

Code	Name	Mkt Cap ² \$M	Operational Focus
AC8	AusCann	225	Australian and Chilean cultivation, manufacture and distribution of cannabinoid medicines
CAN	Cann Group	314	Australian cultivation & sale of raw medical cannabis material
AEB	Algae Tec	17	Algal biofuels & cannabis cultivation in Uruguay
BOT	Botanix	32	CBD containing dermal products for skin conditions
CP1	CannPal	25	R&D cannabis products for companion animals
CPH	Cresco Pharma	123	CBD and hemp-based medicines in Europe
MDC	MedLab	129	Biotherapeutics including two cannabis products
MMJ	MMJ Phytotech	108	Cannabis production in Canada for recreational use
MXC	MGC Pharma	109	Production of CBD extract and products in Slovenia
THC	Hydroponics	112	Hydroponic equipment & greenhouses
ZLD	Zelda	79	Clinical R&D on cannabis for human medical use

Of the ASX listed companies, only AusCann and Cann Group are currently, actively developing domestic operations in Australia

1. Source: Canaccord Genuity, Australian Cannabis, October 2017
 2. Market capitalisation as at 23 November 2017



AusCann is the only listed company that is integrated across the full spectrum of the Australian medicinal cannabis supply chain

AusCann

Access to world class genetics	<input checked="" type="checkbox"/>
Australian cultivation & production licence	<input checked="" type="checkbox"/>
Australian manufacturing licence	<input checked="" type="checkbox"/>
In-house manufacturing R&D expertise	<input checked="" type="checkbox"/>
In-house analytical testing expertise	<input checked="" type="checkbox"/>
In-house pharmaceutical GMP final dose expertise	<input checked="" type="checkbox"/>
In-house Medical Outreach Program	<input checked="" type="checkbox"/>

In the immediate term AusCann will source and supply cannabinoid medicines to Australian patients from it's Canadian strategic partner Canopy Growth.

AusCann manufacturing is also well positioned to supply Australian patients and future export potential.

Licence		WA	TAS
ODC Medicinal Cannabis	Cultivation of cannabis plants	✓	✓
R&D	R&D work on cannabis plants	Not required	✓
ODC Manufacturing	Manufacture - extract	✓	Imminent
TGA Manufacturing	Manufacture of pharmaceutical product	Not required	✓

AusCann is one of only a few companies to have been granted both cultivation and manufacturing licences

TGA Manufacturing licence is essential for manufacture and the licensing process is costly and lengthy





Dr Mal Washer
Founding Chairman

- Medical doctor
- Member of the Australian House of Representatives from 1998 to 2013.
- Previous chair of the Alcohol and Other Drugs Council of Australia
- extensive experience in agricultural and horticultural activities, currently operating commercial avocado plantations



Elaine Darby
Founder & Managing Director

- Bachelor of Science in Biochemistry and Microbiology, Honours in Molecular Biology and a Bachelor of Laws.
- Clinical trials director with Biologica Ventures
- Lawyer for top tier firm Clayton Utz
- Media and Communications Officer for Australian Federal Member of Parliament.



Harry Karelis
Founder & Executive Director

- >24 years experience in the financial services sector including specialist med-tech private equity investing.
- Fellow of the Financial Services Institute of Australia, Fellow of the Australian Institute of Company Directors and a Chartered Financial Analyst.



Hon Cheryl Edwardes
Non-executive Director

- Former Attorney-General for Western Australia and Minister for the Environment.
- Prior Executive General Manager for External Affairs, Government Relations and Approvals at Hancock Prospecting



Bruce Linton
Non- executive Director

- Founder, Chairman and CEO of Canopy Growth Corporation
- Over a decade of senior experience in the tech-sector
- Previous work with the World Bank and the Asia Development Bank.



Bruce McHarrie
Non-executive Director

- Experienced senior executive with a background in the life science industry.
- Currently a Non Executive Director of Adherium Limited, an ASX listed digital health company.
- Previously served as the Chief Financial Officer, Director of Operations and Director of Strategic Projects at WA Telethon Kids Institute.

SENIOR MANAGEMENT TEAM



Dr Danial Schecter

Chief Medical Advisor

- Co-founder and medical director of the Canadian Cannabinoid Medical Clinic (CMClinic), one of the largest referral only clinics in Canada specialising in cannabinoid medicine.
- Practising family physician who has trained dozens of physicians in the field and has lectured at over a hundred events internationally.
- Joined AusCann in 2017 conducting a national education roadshow for Australian doctors earlier in the year.



Dr Melinda Thompson

Quality Assurance Manager

- Melinda holds a doctorate in biochemistry with postdoctoral research experience in molecular biology.
- Over ten years' experience, and has held several senior roles, in research and development management, with a focus on governance frameworks and operational processes



Mr John Annand

Chief Operations Officer

- John is a Chartered Accountant and Chartered Secretary with extensive commercial, financial and operational experience gained over 25 years in a number of varied roles.
- Previous roles as Chief Financial Officer and Acting Chief Executive Officer within the oil and gas industry means John is experienced in all aspects of managing a publicly listed company in a highly regulated environment.

Medical Liaison Managers

Carla Pennini

Medical Liaison Manager

- Carla Pennini joined AusCann from Phebra, where she was focused on Critical Care products.
- Prior to Phebra she spent 7 years with MundiPharma, beginning as an Aged Care Representative in Pain and moving into a Hospital Sales Rep role where she launched a portfolio of pain products.
- She then moved to Nutricia as the sales representative in Alzheimers.

Fady Sourial

Medical Liaison Manager

- Fady Sourial has been working in the pharmaceutical industry for 14 years.
- He began his career as a GP Representative with Sanofi Aventis before moving to MundiPharma as a GP Representative, where he spent 2 years focused on chronic pain medications.
- He brings excellent relationships with GPs and an in depth knowledge of chronic pain management.

Rachel Ambler

Medical Liaison Manager

- Rachel joins AusCann from Mundipharma, where she held the role of Hospital Representative in pain.
- Prior to Mundipharma she has spent time working in sales representative roles with other global pharmaceutical companies including Novartis and Astra Zeneca.



Strategic partnership leveraging Canopy's expertise in the cultivation, manufacturing, importation and exportation of cannabinoid medicines.

- TSX listed Canopy Growth Corporation is the largest producer of medicinal cannabis in North America.
- Over 63,000 patients as at September 2017 cf 24,000 at September 2016.
- Largest shareholder in AusCann ~11% of the Company's shares.
- Exclusive access to certified Canopy medicines in Australia.



Exclusive strategic partnership for joint cultivation, manufacture and distribution of cannabinoid medicines.

- Tasmanian Alkaloids is an established manufacturer of alkaloid raw materials. Operating since 1976, TasAlk produces approximately 40% of the world's opiate crop in Tasmania.
- TGA licensed manufacturing facility which is fully compliant with Good Manufacturing Practice standards.
- Established relationships with many of the world's leading pharmaceutical companies.



- 30-hectare facility south of Santiago
- Over 400kgs harvested in April 2017
- Second grow licence granted November 2017
- To be processed into cannabinoid medicines selected for clinical trials for registration in Chile, and sale to third parties



Images: From the grow facility 2 hours from Santiago, Chile

Favourable Regulatory Framework in Chile

- Chile provides an internationally well regarded framework supporting the entire production chain from cultivation, processing, formulation, trials, research and registration.
- Supply to Chilean patients and export of products allowed once registered.

We believe that Australian healthcare practitioners should have the opportunity to learn about cannabinoid medicines from a medical and patient perspective, to assist informed decision making, and to respond to queries raised by patients who are becoming increasingly aware of cannabis-based treatments.

- Medical Liaison Managers
- Face to face and online educational seminars
- Accredited online courses to be launched soon
- Ongoing mentoring program for prescribing AusCann medicines
- Educational material available through the AusCann online physician portal

AUSCANN MEDICAL ADVISOR - DR. DANIAL SCHECTER



- Co-founder and medical director of the Canadian Cannabinoid Medical Clinic (CMClinic)
- Recognized medical expert in the field of prescription cannabinoids and medical cannabis, Dr. Schechter has given numerous presentations to fellow physicians and developed educational programs on this subject.
- Spearheaded the creation of the Patient Handbook on Medical Cannabis used by many Canadian physicians as a patient education tool and has evaluated thousands of patients to decide if cannabinoid medicines are appropriate for them.

Canada has allowed the use of cannabinoid medicines since 2001. A clear access system for the prescription of cannabinoid medicines by Canadian physicians was established in March 2014.

MEDICAL OUTREACH PROGRAM AND DISTRIBUTION

Our 3 Medical Liaison Managers (MLMs) work closely alongside the our Chief Medical Advisor and are responsible for leading engagement programs in their regions, expanding relationships and providing guidance and information to key medical practitioners.

Our MLMs have:

- impressive resumes and track records as representatives of medications governed by the TGA;
- represented some of the most prevalent pain medicines and have worked with some of the country's leading pain specialists;
- a combined nearly 50 years of experience in the health sector; and
- worked in senior liaison roles with some of the world's leading pharmaceutical companies including MundiPharma, Phebra, Sanofi, Astra Zeneca and Novartis.

AusCann's medicines targeting chronic pain to be released early 2018 in Australia

DOSAGE AND USE
For oral use only.
Use as directed
by your doctor.

WARNING
This medication may
cause drowsiness.
If affected do not drive
a vehicle or operate
machinery.
Avoid alcohol.

If an overdose is taken
or suspected, ring the
Poisons Information
Centre on 13 11 26.

CONTROLLED DRUG
POSSESSION WITHOUT AUTHORITY ILLEGAL
KEEP OUT OF REACH OF CHILDREN

AC 5:5
ORAL SOLUTION
 Δ^9 -tetrahydrocannabinol
(THC) 5mg/mL and
Cannabidiol (CBD) 5mg/mL

40 mL

AusCann

STORE BELOW 25°

AusCann
AusCann Group
Holdings Ltd
Level 2,
57 Shenton Avenue
Joondalup
Western Australia
Made in Canada
Batch No. 00000000
EXP: 11/11/11

DOSAGE AND USE
For oral use only.
Use as directed
by your doctor.

WARNING
This medication may
cause drowsiness.
If affected do not drive
a vehicle or operate
machinery.
Avoid alcohol.

If an overdose is taken
or suspected, ring the
Poisons Information
Centre on 13 11 26.

CONTROLLED DRUG
POSSESSION WITHOUT AUTHORITY ILLEGAL
KEEP OUT OF REACH OF CHILDREN

AC 15:0
ORAL SOLUTION
 Δ^9 -tetrahydrocannabinol
(THC) 15mg/mL

40 mL

AusCann

STORE BELOW 25°

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CONTROLLED DRUG
POSSESSION WITHOUT AUTHORITY ILLEGAL
KEEP OUT OF REACH OF CHILDREN

AC 0:9.5
ORAL SOLUTION
Cannabidiol
(CBD) 9.5mg/mL

40 mL

AusCann

STORE BELOW 25°

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- 2017 US NAS Report 'strong and conclusive evidence' for treatment of chronic pain in adults
- Canadian study showed chronic pain patients had no greater risk than non-users to experience serious adverse events
- **Opiate sparing effects:**
 - Opioid overdose mortality rates reported to be 24.8% lower in US states with medical cannabis laws
 - Significant reduction in opioid use – 44% to 65% reduction cited
 - Cannabinoids and opioids share several pharmacologic properties and may act synergistically

TGA Clinical Study Reviews

- Conducted by team from U NSW, U Sydney, U QLD and collaborators
- Non-cancer pain - 102 trials of all types of study designs considered
- Patients who had cannabinoids for non-MS related neuropathic pain were more likely to experience a 50% reduction in pain and a reduction in pain scores¹

A\$5 billion market in Australia alone

	Incidence in Australia	Approx. (000) \$M
Neuropathic pain	1.8m	3,285
Chronic pain overall	3.2m	5,840

Source: Company calculations based upon A\$5 per day – approx. A\$1825/yr

WHAT IS DRIVING THE SECTOR?

1. RESEARCH ON MEDICAL BENEFITS

2017 Report by the *American National Academies of Sciences, Engineering and Medicine* that found there is *strong and conclusive evidence* for medical cannabis as an effective medication in conditions including chronic pain, chemotherapy-induced nausea and vomiting and multiple sclerosis spasticity symptoms.

2. CHANGING REGULATORY ENVIRONMENT

Legalisation of medicinal use in Australia and in countries around the world including Canada, Chile, Argentina, Uruguay, Austria, France, Germany, Israel, Italy, the Netherlands, 29 states of the US, Czech Republic, North Korea, Spain, Turkey and more.

3. ADVOCACY AND PATIENT DEMAND

Increasing number of advocacy groups and lobby groups are being established nationally in addition to the growing individual patient demand.

1. RESEARCH AND STUDIES - MEDICINAL BENEFITS

10,000 international studies reviewed to assess the use of medical cannabis as a therapeutic treatment.

The 2017 report by the *American National Academies of Sciences, Engineering and Medicine* found there is *strong and conclusive evidence* for medical cannabis as an effective medication for:

- chronic pain in adults,
- chemotherapy-induced nausea and vomiting and
- multiple sclerosis spasticity symptoms

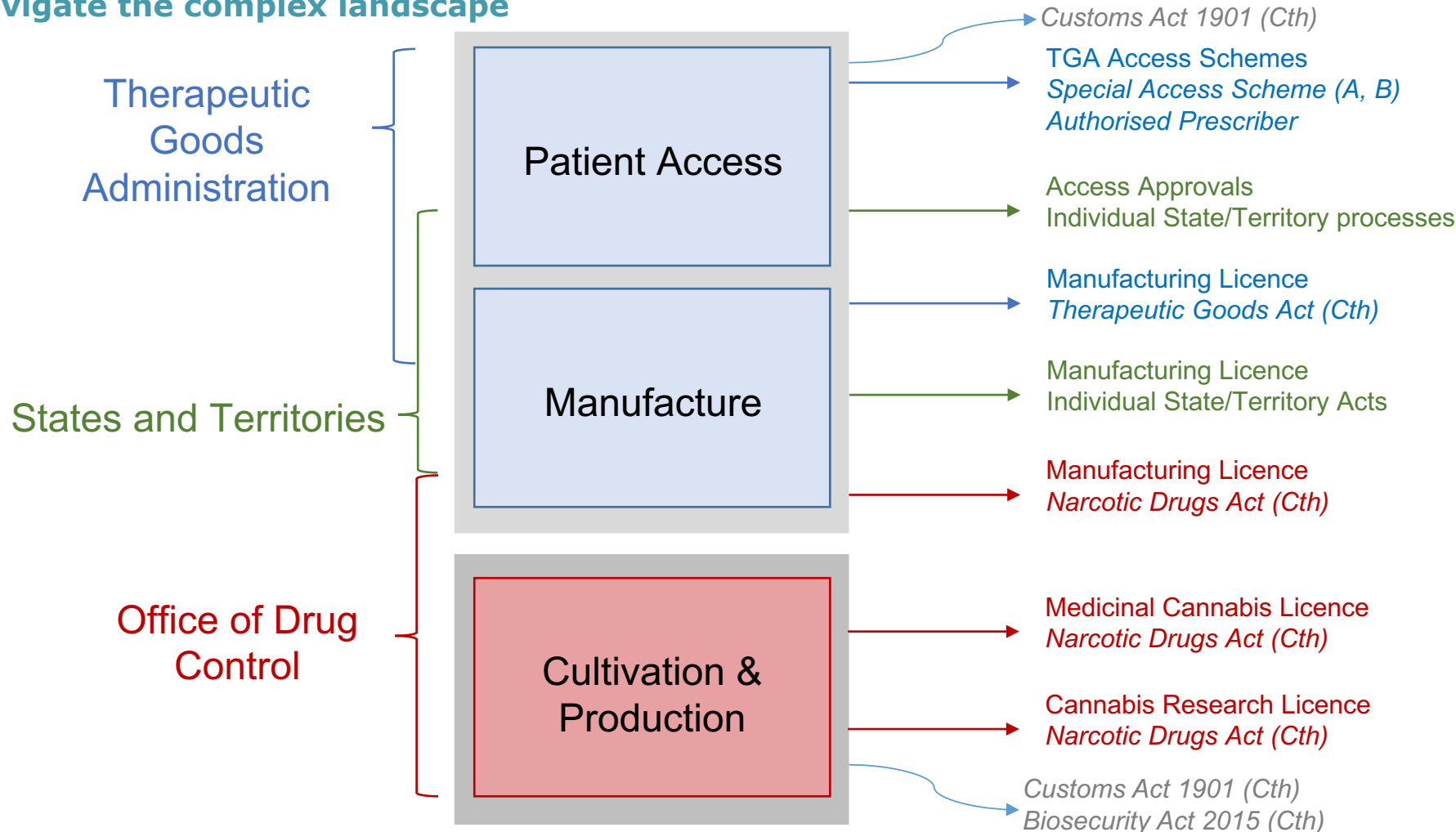
In 2015, Barry and Joy Lambert made an unprecedented donation of AUD\$33.7 million to the University of Sydney for research into the therapeutic use of medicinal cannabis

The National Academies of
SCIENCES • ENGINEERING • MEDICINE



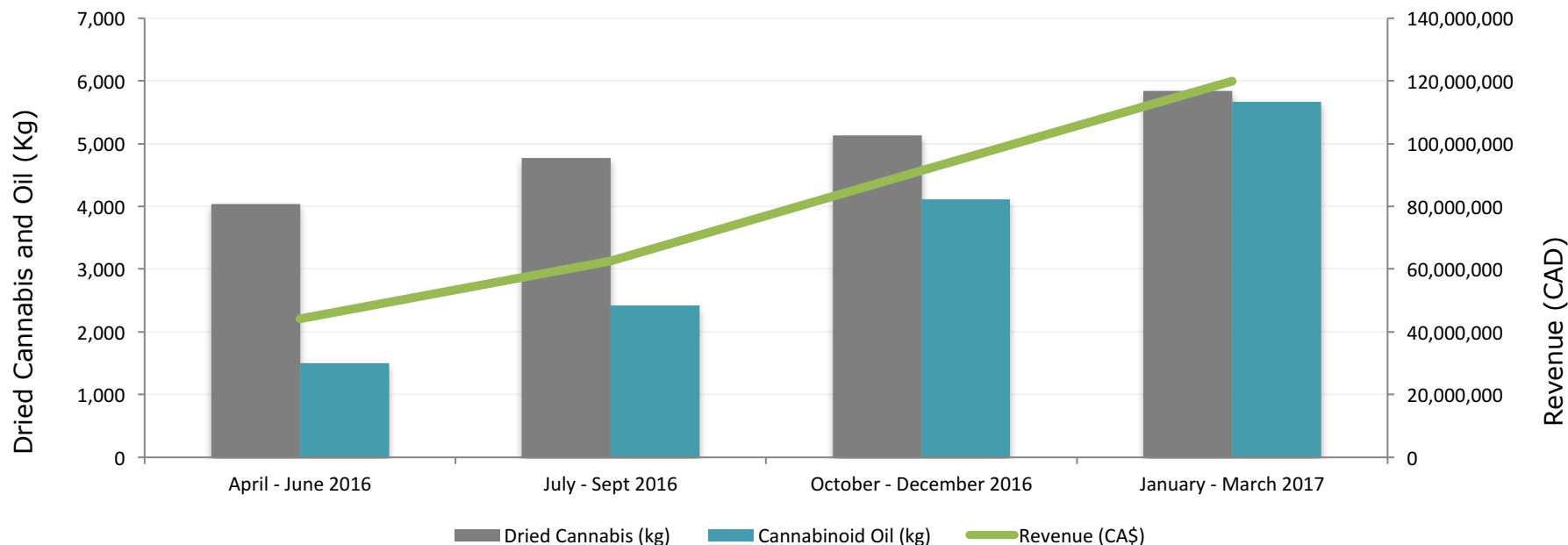
2. REGULATORY ENVIRONMENT

AusCann is at the forefront of the change in the sector and well positioned to navigate the complex landscape



- In 2015 91% of Australians believed the use of cannabis for medicinal purposes should be made legal.¹
- 2015 survey² of Australian chronic non-cancer pain patients:
 - 16% used cannabis illicitly despite being prescribed opioids for symptom relief.
 - This compared to only 4.7% of the rest of the population.
 - 24% reported that if they had access to cannabis, they would use it for pain relief.
- 15% of Australian adults with epilepsy and 13% of parents/guardians of children with epilepsy were currently using, or had previously used, cannabis products to treat epilepsy.³
- 2016 online survey of 1700 Australians using cannabis, 1/3 use cannabis for pain.⁴

108% sales growth in Canada over a 12 month period (April 2016 – March 2017)



Total annualised revenue of ~CA\$320 million

- Patient numbers increasing 10% every month.
- Over 201,398 registered patients as at 30 June 2017.¹
- Estimated by 2021 the number of patients using medicinal cannabis will grow to 500,000.²

Total gross revenue calculated using MMPPR kgs sold and using an average retail price of CA\$5 per gram of dried cannabis and CA\$16 per gram of cannabis oil.

1. <https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-use-marijuana/licensed-producers/market-data.html>

2. Canaccord Genuity estimates

KEY MILESTONES THIS YEAR

Expansion on
strategic partnership
with Canopy Growth
Corporation for
supply

Australian medicinal
cannabis licence
granted for
cultivation

Australian
manufacturing
licence granted

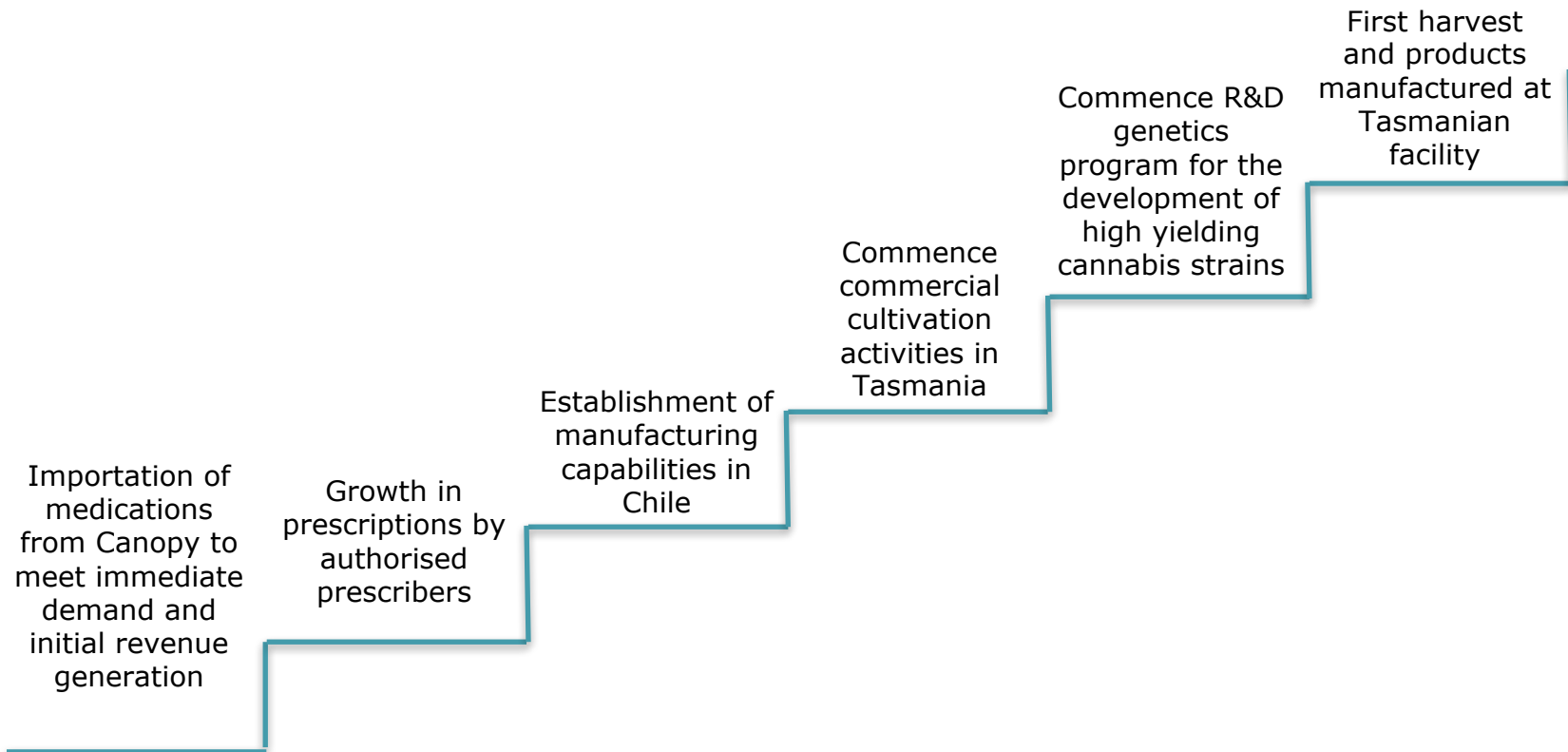
First Chilean harvest

Second grow licence

Strategic partnership
with Tasmanian
Alkaloids to cultivate,
manufacture and
distribute cannabinoid
products

Commencement of
Medical Outreach
Program

KEY MILESTONES PROJECTED FOR 2018



- **Fully integrated pharmaceutical cannabinoid company**
- **Strong strategic partnerships and experienced production team** place AusCann at the forefront of the industry –
 - leading expertise
 - access to established pharmaceutical products
 - established GMP facility
- Well funded and on track with licensing to commence **Australian cultivation and manufacturing** cannabinoid products in 2018
- **Focused on and equipped to address major market need – chronic pain**
- **Supplier of choice** - Medical Outreach Program
- **Supply of Canopy cannabinoid medicines to Australian patients and revenue in 2018**



Delivering high quality, cost effective
medicinal cannabis treatments to
patients

