

# Bringing the best of cannabis to better the lives of people and animals

**Investor Presentation** 

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# CRESO PHARMA LTD Investment Highlights



Fills void in current market with growing need for **trusted products** that meet the highest global pharmaceutical standards



Revenues from animal and human product launches in Switzerland and selected EU countries in 2018



Growing market
opportunity with a
number of products in
pipeline targeting human
and animal nutraceutical
markets



Exclusive licensing
deals that gives Creso
access to unique drug
delivery IP and substantial
distribution globally



**Diversified revenue stream** targeting human and animal health markets.
More countries liberalizing medicinal cannabis



Access to the **global market** at the start of its growth.

Increasing scientific evidence on efficacy of cannabis-based treatments



Company well placed to be the **"gold standard"** in cannabis and hemp derived therapeutics, nutraceuticals and lifestyle products



# Company Overview

# CRESO PHARMA LTD Corporate Overview

Creso Pharma brings
pharmaceutical expertise and
methodological rigor to the world of
medicinal cannabis and strives for
the highest quality in its products

# **MISSION:**

Bringing the best of cannabis to better the lives of people and animals

Creso Pharma develops cannabisand hemp-derived therapeutic, nutraceutical, and lifestyle products with wide patient and consumer reach for human and animal health



# CRESO PHARMA LTD Company Overview

# **BUSINESS DESCRIPTION**

- A global medicinal cannabis innovator founded by a team of executives incorporating pharmaceutical product development and GMP expertise
- Founded in 2015 and ASX listed on 20 October 2016 (CPH.ASX)
- R&D and marketing in Switzerland, establishing cultivation in Canada, Colombia and Israel
- · Innovative products for humans and animals already launched in certain European markets
- Path to revenue expedited through strategic IP and highly reputable distribution partnerships
- First to import medicinal cannabis into Australia

# FINANCIAL SNAPSHOT<sup>1</sup>

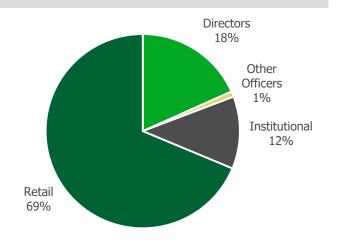
	AUD	CAD
Share Price	\$0.70	\$0.68
52 Week High/Low	\$1.65/\$0.42	\$1.61/\$0.41
Shares on Issue	109.5	109.5
Market Capitalization	\$76.7	\$74.6
Total Debt Outstanding	Nil	Nil
Cash	\$7.2	\$7.0
Enterprise Value	\$69.5	\$67.6
LTM Revenue	\$0.50	\$0.49
LTM EBITDA	(\$2.2)	(\$2.1)
LTM Earnings Per Share	(\$0.02)	(\$0.02)

# SHARE PRICE CHART<sup>1</sup>



# OWNERSHIP STRUCTURE<sup>1</sup>

Top 20 Shareholders	41.27%
Top 5 Shareholders	
HSBC Custody Nominees (Australia) Ltd	8.12%
Miriam Halperin Wernli	7.53%
International Water Energy Savers Ltd	6.21%
Anglo Australasia Holdings Pty Ltd	3.65%
Ross Smith	2.51%





 $<sup>^{1}</sup>$  Market data taken as at 30 June 2018 unless specified otherwise All figures in millions except per share data. AUD:CAD 1:0.9733

# Medicinal Significance of Cannabis and Hemp



## MARKET SIZE

- The Cannabis market is growing rapidly
- Medicinal Cannabis worldwide will reach up to \$31 billion<sup>1</sup> dollars in sales over the next four years



## **EVIDENCE**

 More than 10,000 studies on Cannabis treatments, US National Academy of Sciences and World Health Organization<sup>2</sup> have found evidence for effectiveness of Cannabis and Hemp derivatives in a variety of health conditions



# COMPOUND RICH

- The cannabis plant consists of over 460 compounds
- At least 80 are active compounds (Cannabinoids)
- Creso focuses on full spectrum plant extracts
- Cannabinoids and other compounds have a greater effect when taken together than when separated into individual single compounds - potentially resulting in a synergetic entourage effect<sup>3</sup>

# HISTORICALLY PROVEN

 Long history of medicinal use dating back thousands of years



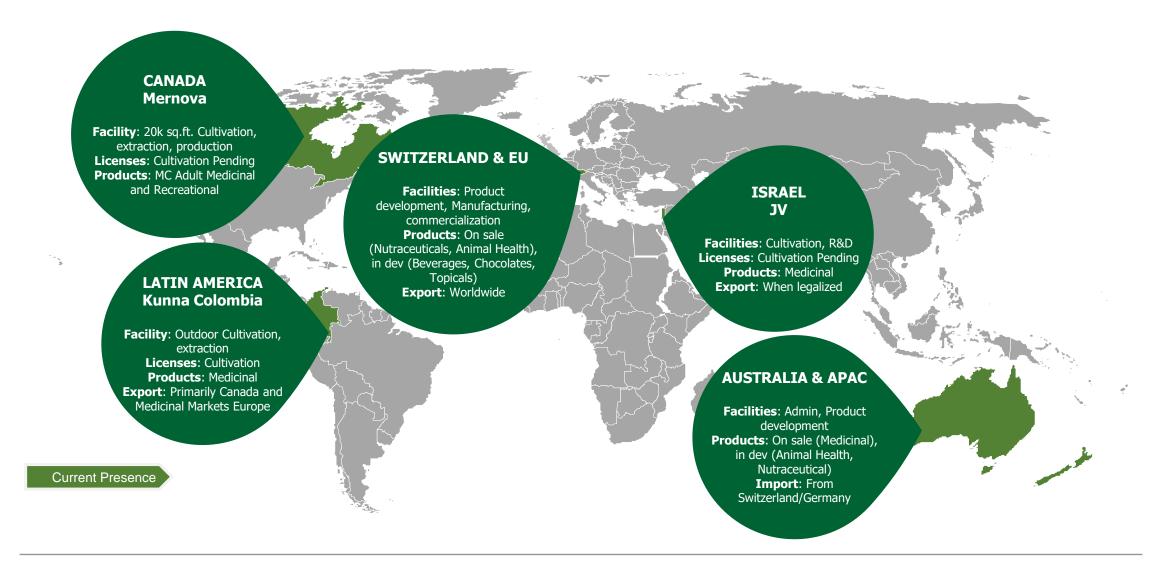


<sup>&</sup>lt;sup>1</sup> Brightfield Report

<sup>&</sup>lt;sup>2</sup> National Academies of Sciences, Engineering, and Medicine, 2017, WHO 39th ECDD, 2017

<sup>&</sup>lt;sup>3</sup> Mechoulam, 1999, Ulrich-Merzenich, 2010, Rosenfeld, 2011, Gallily 2015

# Geographically Diversified and Vertically Integrated Company





# CRESO PHARMA LTD Key Achievements

# Binding LOI Domaco Switzerland to develop and commercialise nev

to develop and commercialise new human and animal health hemp-derived nutraceutical products

### LOI Cannapharm AG Switzerland

for exclusive medicinal cannabis AU/NZ/CN and LATAM

### Product Launch Of anibidiol®

in Switzerland in conjunction with commercial Animal Health Global partner **Virbac** 

### Proposed Acquisition Kunna Canada Ltd

Includes whollyowned Colombian cultivation facility giving Creso a foothold in the strategically important and fast growing Latin American market

# Commercial Agreement With Precision Healthcare for

launch of cannaQIX® 10 in UK market in Q2, 2018.

# Agreement to commercialise cannaQIX® in Benelux

First purchase order placed and launch and distribution planned for Q3 2018 in the Netherlands

## JV with Cohen Propagation Nurseries Ltd

To grow cannabis for medicinal purposes in Israel Agreement to commercialise cannaQIX® in New Zealand

Working with local health regulators and prescribing physicians to improve patient access Achievements

Transactions

Initiatives

Mar 2017 June 2017

Nov 2017

Nov

2017

Dec 2017

Jan 2018

> Jan 2018

May 2018 May 2018 July 2018

May 2017

## Industry 1st

First company to import medicinal cannabis to Australia

# July 2017

### Acquisition Mernova Medicinal Inc.

Opening access to Canada, the worlds largest legal cannabis market. Construction of new site capable of cultivating 4 tonnes of bud annually

# Share Placement

Significantly oversubscribed placement raises AUD\$17.5mn

# Commercial Agreement

Dec

2017

With the Swiss
Pharma OTC
company
Opetsch Grethe

Doetsch Grether for launch of cannaQIX ®10 in Switzerland in Q1, 2018

### Launch JV -CLV Frontier Brands Pty Ltd

Expansion into alcoholic and non alcoholic cannabis & hemp derived beverages. Global commercialization First range of products from mid 2018

# May 2018

### Licence to cultivate granted to Kunna Canada Ltd

Acquisition of Kunna Canada and licence provides strong springboard into South America

# June 2018

# coo appointed for the Americas

Mr John Griese appointed to establish and grow Creso's presence in North and South America



# The Creso Team



### Dr. Miri Halperin-Wernli | CEO & Co-Founder

25+ years of strategic and operational leadership in global pharmaceutical and biomedical industries in Switzerland and in the US

### **Boaz Wachtel | Non-Executive, Chairman & Co-Founder**

• Leading medical cannabis expert, co-founder and former MD of Phytotech Medical

### Adam Blumenthal | Non-Executive Director & Co-Founder

• 10+ years experience in investment banking and corporate finance. Provided capital raising and financing solutions to an extensive number of listed and unlisted companies

## **Dr. James Ellingford | Non-Executive Director**

• Vast experience in the international arena, successfully developing close ties with both financial institutions and Government throughout the world



Chris Grundy | Chief Financial Officer

John Griese | Chief Operating Officer, Americas

Amit Edri | International Business Development

Dr Norman Nashed | Director, Global Operations

Chris Hession | Director of Strategic Partnerships

Dr. Stu Fillman | Director, Medical APAC

Bill Fleming | Managing Director, Mernova

Charles Williams | Quality Assurance, Mernova

Dr Gian Trepp | Director, Commercial & Marketing

Jorge Wernli | Director, Commercial & Market Access



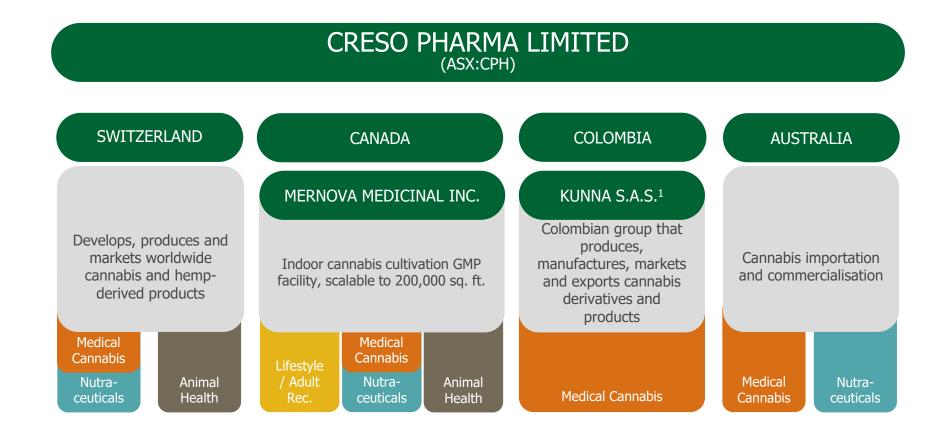
Dr Raquel Peyraube | Industry Advisor Prof Dr Felix Gutzwiller | Industry Advisor Dr Isaac Kobrin | Industry Advisor



Dr Stephane Redey | Industry Advisor
Dr Demian Halperin | Medical Advisor Human
Dr Fabian Huwiler | Veterinary Advisor



# Corporate Structure





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# **Corporate Structure**

# CRESO PHARMA LIMITED (ASX:CPH)

# **Joint Ventures**

# CLV FRONTIER BRANDS

JV between Creso Pharma (33.3%), Baltic Beer Co (33.3%) and LGC Capital (33.3%)

Alcoholic & nonalcoholic cannabis derived beverages

# **ISRAEL**

JV between Creso Pharma (74%) and Cohen Propagation Nurseries Ltd (26%)

**Medicinal Cannabis** 



# Creso Business Model

With an unparalleled track record of success commercializing a wide range of pharmaceutical and therapeutic solutions

## **WE COMBINE**



Cultivation, Extraction & Purification Expertise

# Cannabis & Hemp Derivatives:

- Full spectrum extracts
- Active API
- APT

## **Global Footprint**

Switzerland / Canada / Israel / Colombia



Partnerships with Commercial Market Leaders

## Technology

### & Manufacturing

- Topical
- Buccal
- Water Solubles
- Other Technologies

### **Global Partners**

- Domaco
- iNNutri
- Baltic Beer Company
- Felchlin Chocolatiers
- FRIKE Technologies
- Others to be Announced

## **WE APPLY**







Pharmaceutical Rigor

### This is how we do it:



Leveraging our cannabis & hemp product & applications expertise



Combining proprietary, in-house ingredients with third party technological know-how



Delivering products which meet and exceed customer expectations



# **WE CREATE**











## **WE DELIVER**

### **Global Consumer Access**



### **Channel Partners**

- Virbac, CH
- Doetsch Grether AG, CH
- Precision Healthcare, UK
- Mediphos OTC, Benelux
- Health House International, AUS
- Baltic Beer Company, UK
- Others to be Announced



# Global Cultivation

# Canada Mernova Medical Inc.







- Only Australian cannabis company building production capacity in Canada
- Direct access to the world's largest legal market for cannabis, projected to surpass C\$8-9bn in sales by 2024<sup>1</sup>
- 20,000 sq. ft. facility providing ample initial production capacity 2m–4m grams cannabis annually; scalable to 200,000 sq. ft.
- Future build of GMP compliant CO2 extraction facility. High quality extracts for sale and product development
- Fully funded acquisition; facility construction financed with cash on hand
- First sales expected Q1 2019



Mernova Facility | as at July 2018



# Colombia Kunna S.A.S.







- Acquisition of Kunna Canada Ltd¹ and its Colombian subsidiary, Kunna S.A.S. makes Creso the only Australian-listed medicinal cannabis company with direct exposure to the Colombian market
- Establishes Creso in the strategically important Latin American market, including Argentina, Colombia, Chile, Mexico and Uruguay
- Colombian market is growing strongly; cannabis consumption increased 15% p.a. between 2008 & 2013; US\$86.3mn spent on cannabis in 2008
- Columbia is expected to export more than 40.5 tonnes of medicinal cannabis oil by 2019
- Granting of a cultivation licence to Kunna in June 2018 gives Creso a significant competitive advantage



Kunna S.A.S | Current Operation



# Israel JV with Cohen Propagation Nurseries Ltd







- First of its kind strategic partnership in the cultivation of medicinal cannabis
- Cohen is one of the most experienced agriculture companies in Israel, established in 1958. 550 highly trained staff work 15.7 hectares of greenhouses
- Cohen's products are famous for high quality, sterility and hygiene and are supplied with a special quality certificate from Israel's Ministry of Agriculture Plant Protection and Inspection Services
- The JV will develop an IMC-GAP¹ cultivation facility operating out of Cohen's existing greenhouse facilities



Cohen Propagation Nurseries Ltd | Gderot Operation



# Products & Product Pipeline

# A Portfolio Approach

**Therapeutics** 

**Nutraceuticals** 

Animal Health

Lifestyle

**Topicals** 

The medicinal cannabis industry is in its infancy and is driven by challenging regulatory policies for access and compliance

The global nutraceuticals industry now exceeds US\$200bn in sales¹ and continues to grow at a significant pace. Products such as cannaQIX® demonstrate that, with the right knowledge, cannabis and hemp can be used to great consumer benefit in this sector

CBD from the hemp plant is just as effective in animals as in humans due to the shared endocannabinoid system. There exists a significant need for nutraceutical products targeting animal stress, anxiety and age related ailments

From the nutritional benefits of hemp seeds to a world of new and unique flavoring systems possible from cannabis terpenes, a whole world of enhanced food and beverage products from beer to chocolates is possible

Topically applied CBD in analgesics and skin care leverages the body's endocannabinoid system to improve skin health and appearance and deal with muscle injuries, arthritis and osteoarthritis without the use of harsh chemicals











<sup>&</sup>lt;sup>1</sup> Source: KPMG report (Nutraceuticals: The Future of Intelligent Food) - https://home.kpmg.com/content/dam/kpmg/pdf/2015/05/neutraceuticals-the-future-PHARMA of-intelligent-food.pdf

# Therapeutics cannaQIX® 50 – Medicinal Cannabis





Medicinal Cannabis (MC) worldwide market opportunity \$31 billion<sup>1</sup> dollars over 4 years



cannaQIX® 50 is CBD based full spectrum hemp extract MC product in innovative, non-oil based, buccal lozenge formulation with vitamins, minerals and capsicum to assist with managing pain



Will be launched first in New Zealand in Q3 2018, followed by Australia in 2019 with ongoing discussions in European countries where MC has been legalized



Therapeutics

**Nutraceuticals** 

Animal Health

Lifestyle

Topicals



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# Nutraceuticals cannaQIX®10 and cannaDOL®- Food Supplement





Global Supplements Market worth \$198.7bn in 2016 and will increase to \$285bn by  $2021^1$  CAGR of  $7.5\%^1$ 



cannaQIX®10 is a sugar free non-euphoric Food Supplement in innovative buccal formulation containing CBD from full spectrum hemp oil extract, vitamins, minerals and capsicum used OTC (without prescription) Targets stress reduction and support of mental and nervous functions in humans

cannaDOL® Oral formulation is a food supplement, combining CBD with vitamins and minerals and a proprietary delivery technology, to support collagen synthesis, reduce fatigue and stimulate metabolism



cannaQIX®10 Launched in Switzerland & Liechtenstein with market introductions in the UK, the Netherlands, Belgium and Luxemburg planned for 2018 alongside formal conformity as a food supplement; cannaDOL® is planned to launch in 2019



**Therapeutics** 

Nutraceuticals

Animal Health

Lifestyle

Topicals



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# Animal Health anibidiol®





US pet dietary supplement market worth over \$500m<sup>1</sup> CAGR of 5%<sup>1</sup>



anibidiol® is a complementary feed for companion animals with CBD from full spectrum hemp oil extract in an innovative granular buccal formulation

CBD from hemp is effective in animals as well as humans due to the shared endocannabinoid system



Launched in Switzerland & Liechtenstein in November 2017 with Virbac, leader in global animal health. Further European market introductions in late discussions

Additional life cycle products to expand anibidiol® range to be launched Q3/Q4 2018



**Therapeutics** 

**Nutraceuticals** 

Animal Health

Lifestyle

Topicals



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# Lifestyle

# **Cannabis derived Beverages**





Projected sales in Canada alone are over \$160 million dollars of the alcoholic beverage sector<sup>1</sup>



CLV Frontiers in Tallinn, Estonia is working on a portfolio of cannabis and hemp-derived alcoholic and non alcoholic beverages containing unique terpene mixes

The terpenes in the beer will carry the characteristic odour, fragrance and taste of cannabis but will not contain THC or CBD or any other cannabinoids



Launch and first commercial sales are expected to be in Q3 2018

# **Swiss Chocolates**

In California 10% of total cannabis sales were edibles, over \$180 million in product<sup>2</sup>

Creso's range of unique, ultra-premium Swissmade chocolate products containing various cannabis terpenes mixes

Launch discussions ongoing with commercial partners in Canada, Australia and Israel

## What is a Terpene?

Cannabis terpenes are fragrant oils that give cannabis its aromatic diversity and signature. These oils are secreted in the flower's sticky resin glands, the same ones that produce THC, CBD, and other cannabinoids.

**Therapeutics** 

**Nutraceuticals** 

Animal Health

ifestyle

**Topicals** 



<sup>&</sup>lt;sup>1</sup> Anderson Economic Group, a business consulting firm in New York

<sup>&</sup>lt;sup>2</sup> Arcview market research

# **Topicals**

# cannaDOL® – Analgesics





Market in Europe for oral and topical analgesics is €3.5 billion. Analgesics sales in 2016 were €603 million in the UK and €203 million in Switzerland<sup>1</sup>

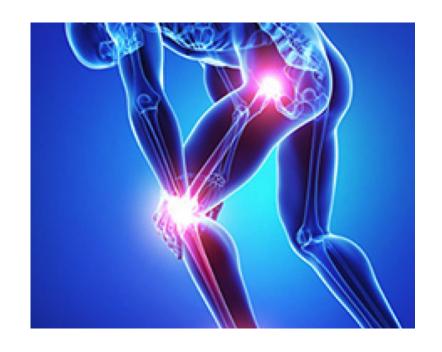


Creso has partnered with Frike Technologies (largest independent Swiss manufacturing group) to develop the cannaDOL $^\circledR$  range of organic CBD-based functional topicals

These will address the analgesic need in sports-related muscle injuries, arthritis and osteoarthritis. and be registered as appropriate in jurisdictions beginning with Cosmetics in the European Union



The cannaDOL® product range will be launched with commercial partners in Q4 2018



**Therapeutics** 

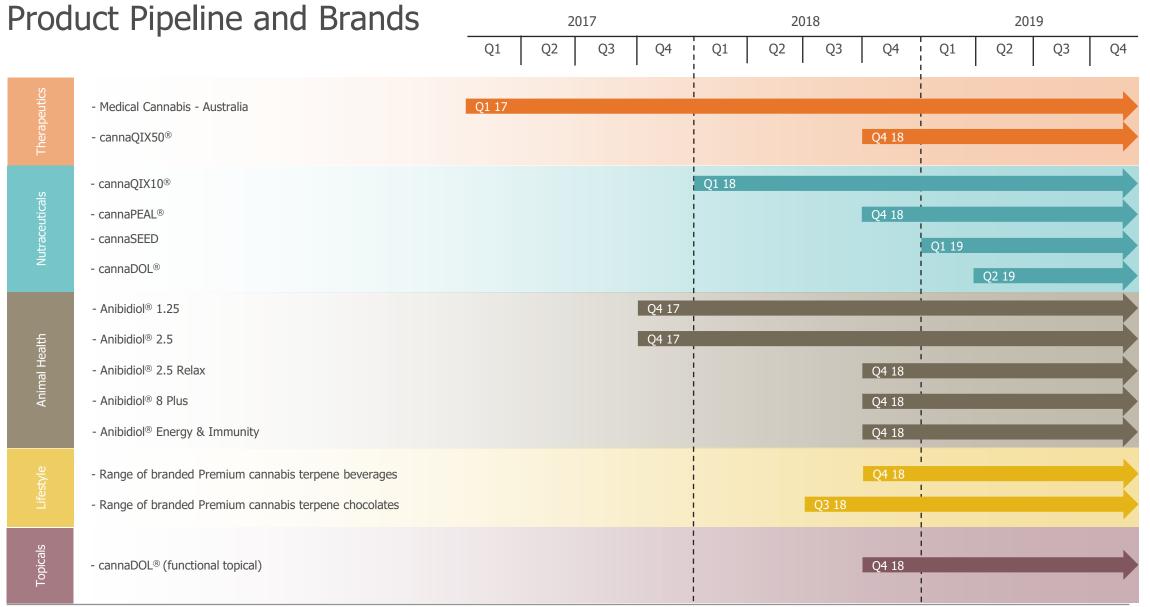
**Nutraceuticals** 

Animal Health

Lifestyle

Topicals







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