

Bringing pharmaceutical
industry expertise to the
world of medicinal cannabis

将制药学行业技术广泛应用于
医用大麻

Investor Roadshow Asia

April 2017

2017年4月



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Industry in Flux

- The medicinal cannabis industry is still in its infancy and dominated by small players with no pharmaceutical industry expertise
- This has led to questionable treatments due to the lack of standardisation in formulation and dosage of cannabis derived products
- There is a remarkable lack of trusted cannabis brands in the global marketplace
- Established pharmaceutical companies are generally reluctant to enter the market due to evolving regulations

Creso brings pharmaceutical industry expertise and rigor to the world of medicinal cannabis



Company Summary

ASX:CPH

Headquarters in Zug, Switzerland



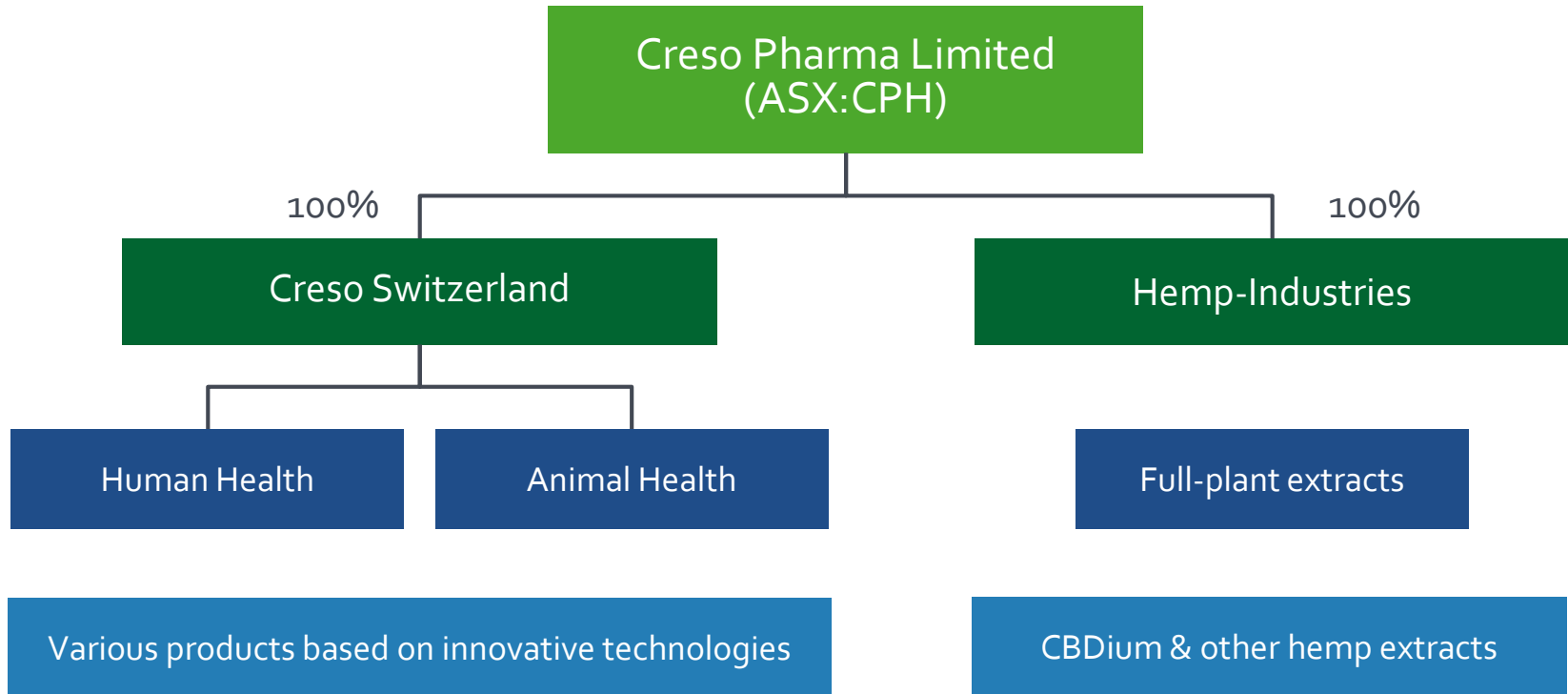
Bringing pharmaceutical industry expertise to the world of medicinal cannabis

Market Cap @ 65 cents*	\$m	52.7
Cash at Hand	\$m	10.5
Enterprise value	\$m	43.4
Shares on Issue	no.	81.08m
Top 20 shareholders	%	49.44%
Escrowed Shares	No.	30.8m (38% of Shares On Issue)

- Creso Pharma's operational HQ is in Zug, Switzerland
- Best-in-class with highest Good Manufacturing Practice (GMP) certified processes
- Standardised cannabis-based treatments that meet international pharmaceutical standards
- Exclusive technology for more effective delivery of dosage
- Focus on the nutraceutical (food supplement) market for both humans and pets

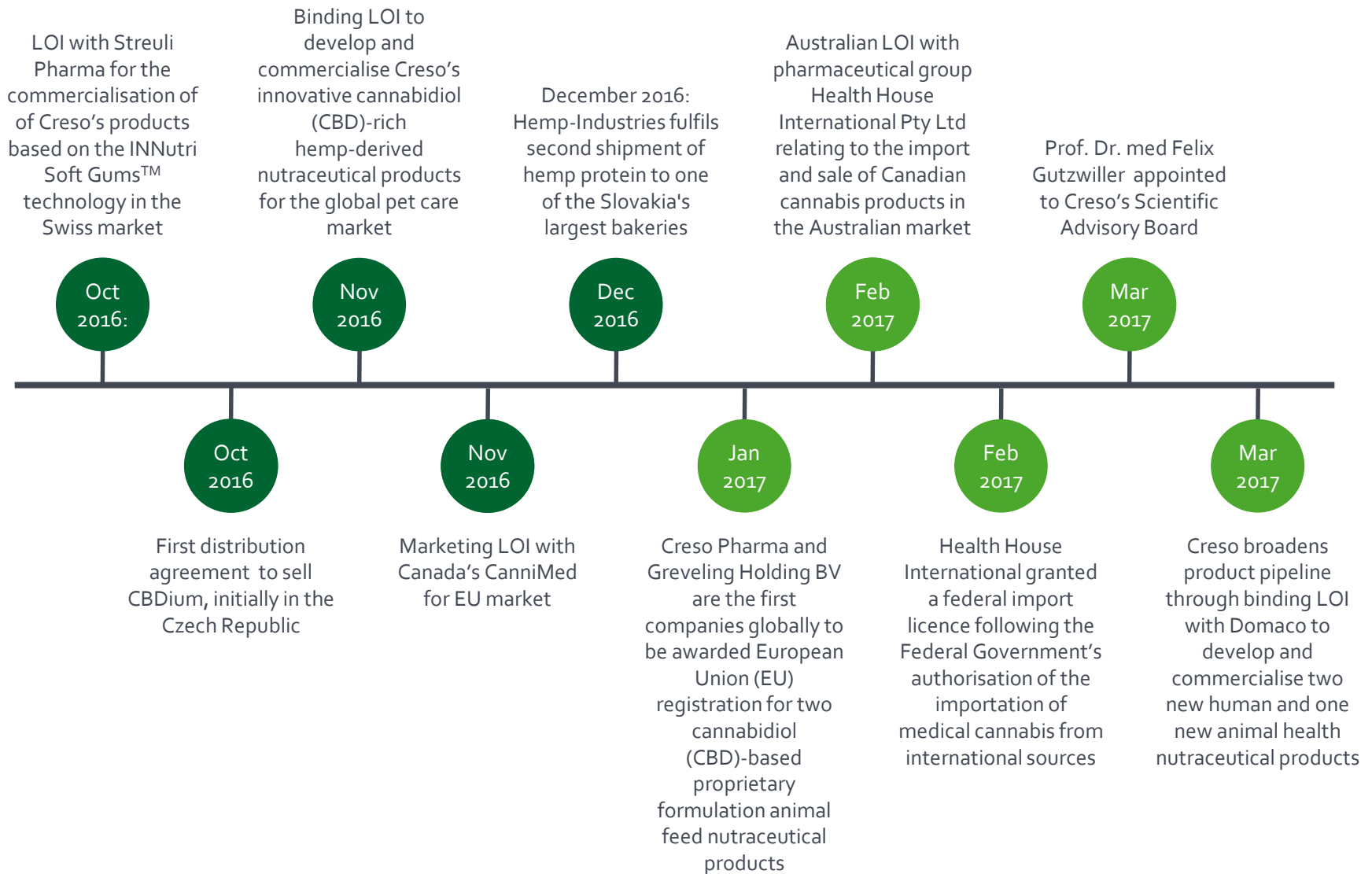
*Data as at April 20, 2017

Creso Pharma Group Structure



Creso Pharma Switzerland GmbH with its registered office in Zug (Creso Switzerland) has been incorporated as a Swiss-based wholly owned subsidiary. Creso Pharma Switzerland is used as the legal entity to run the Company's operations and activities, specifically those situated in Europe being the development and commercialization of its therapeutic products.

Achievements since IPO



Investment Proposition



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



Revenue generating via its subsidiary, Hemp-Industries



Growing market opportunity with **six products in pipeline** targeting human and animal nutraceutical markets



Exclusive licensing deals that gives Creso access to unique drug delivery IP



Diversified revenue stream targeting human and pet health markets



Large **global market** that is only at the start of its growth



Company well placed to be the **"gold standard"** in trusted cannabis treatments

Board of Directors and Management



Dr. Miri Halperin Wernli
CEO & Co-Founder



Boaz Wachtel
Chairman & Co-Founder



Dr. Simon Buckingham
Non-Executive Director



Adam Blumenthal
Non-Executive Director & Co-Founder



Dr. James Ellingford
Non-Executive Director



Mr. David Russell
COO

Dr. Halperin Wernli is a senior pharma executive with over 25 years of strategic and operational leadership in global drug and product development in the pharmaceutical and biomedical industries. She held worldwide executive leadership positions in R&D and in strategic marketing within global pharmaceutical companies in Switzerland and in the US.

Mr. Wachtel is a leading Medical cannabis expert, co-founder and former managing director of Phytotech Medical (MMJ.ASX), Australia's first publically traded medical cannabis company. He initiated and helped implement the National Medical Cannabis Program in Israel. Mr. Wachtel is a certified Clinical research manager and holds an MA in management and marketing from the University of Maryland

Dr Buckingham is a company director and adviser with over 25 years' senior executive experience in top tier global pharmaceutical/ biotechnology companies. His experience covers a wide range of therapeutic areas and spans general management, sales, marketing, clinical development, business development, M&A and corporate strategic planning. He is a veterinarian by training and holds a PhD from the University of Melbourne.

Mr. Blumenthal has 10 years experience in investment banking and corporate finance. He has deep exposure to Australian and International markets, having provided capital raising and financing solutions to an extensive number of listed and unlisted companies. He has successfully brought to market several medical cannabis companies spanning Israel, Canada, Switzerland and Australia. He has lectured at a under grad and post grad levels at a leading Sydney university. Adam holds a BCom MIR and MBA.

Dr. Ellingford's professional life culminated in being President of an international publicly listed billion dollar business with its headquarters in Geneva, Switzerland and New York, USA. He has vast experience in the international arena and has successfully developed close ties with both financial institutions as well as governments throughout the world.

Mr. Russell has built a career over 25 years within the pharmaceutical and biotech industry. He runs his own consultancy focusing on commercial consulting and strategic marketing. He held A-PAC roles for Celgene including General Manager of China. He took Actelion's business into Asia as well as being a Global Brand Leader. He was marketing director for Novogen and he has held management roles at Roche Australia. Mr Russell trained as a Radiographer, completed an Executive MBA.

Advisory Board



**Dr. Isaac
Kobrin**

Industry Advisor

Dr. Isaac Kobrin is an internist with 15 years experience in the academic medicine both in Israel and the USA. He has over 22 years of experience in the Pharma Industry in Roche and Actelion. He has been responsible for the worldwide development of key compounds and has held numerous leadership positions in medical organisations.



**Dr. Stéphane
Redey**

Industry Advisor

Dr. Stéphane Redey has over 18 years experience leading teams in the technical development of innovative drugs and strategic outsourcing. He has held senior positions with global responsibilities in pharmaceutical companies in both Switzerland and Australia. He has led successful international collaborations with companies on four continents.



**Dr. Raquel
Peyraube**

Industry Advisor

Dr. Raquel Peyraube is a specialist in the drug field with more than 28 years experience. Throughout her career she has been involved in training, prevention, treatment and harm reduction, developing innovative approaches emphasising ethical issues which has earned her international recognition. Dr Peyraube is currently a consultant on drug policy reform in Latin America.



**Jorge
Wernli**

Industry Advisor

Mr Wernli is an expert in Market Access, Pricing Reimbursement & Government Affairs with more than 30 years of experience in Big Pharmaceutical companies and start-ups. Previously he dealt with and built relationships with Ministries of Health in Europe, South America and selected Asian countries.



**Prof. Dr. med Felix
Gutzwiller**

Industry Advisor

Felix Gutzwiller holds the titles of MD of the University of Basel, an MPH of the Harvard School of Public Health, Dr. PH of the Johns Hopkins University School of Hygiene and Public Health. He was a Professor at the University of Basel and a Professor of Social and Preventive Medicine at the University of Zürich (1988-2013), Emeritus since 2013.



**Dr. Gian
Trepp**

Industry Advisor

Dr. Gian Trepp is a senior pharma marketing executive with over 18 years of strategic and operational leadership. He held worldwide executive leadership positions in General Management and Marketing within global pharmaceutical companies in Switzerland and in the US. He is the founder and owner of GBT Pharma, UK.



Why Cannabis?

Safety, Efficacy and Track Record



Cannabis and Hemp extracts are remarkably safe and often the most effective (and sometimes only) treatment for some medical conditions.

Long history of medicinal use, dating back thousands of years in many cultures



Historically proven

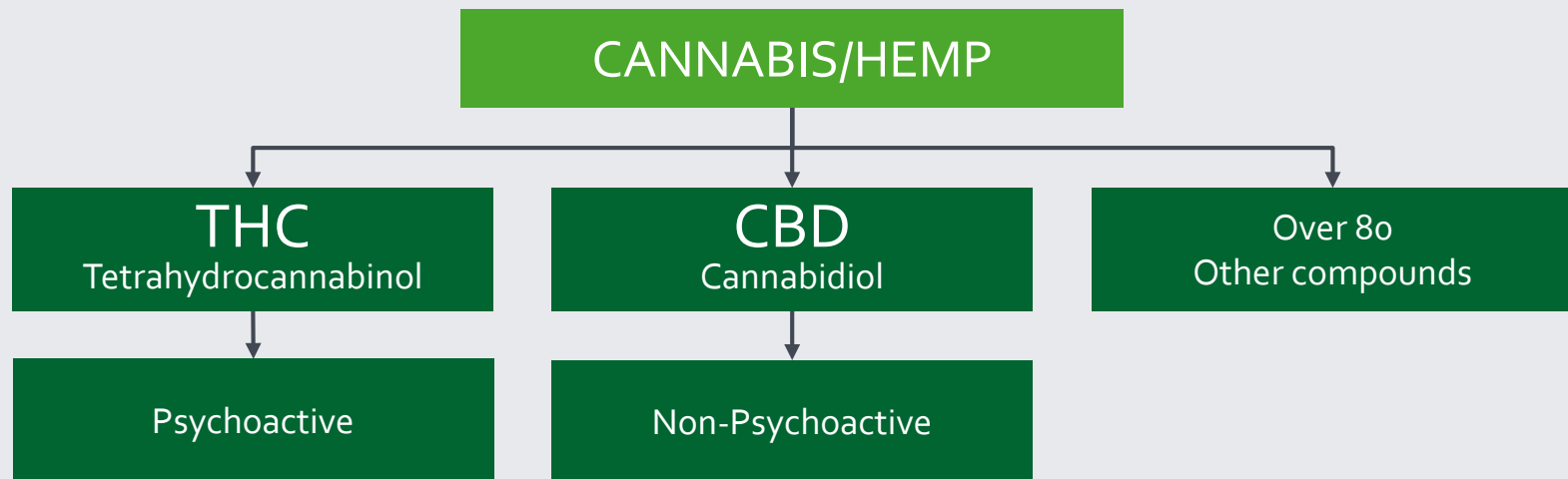
Consists of over 460 compounds – at least 80 are active chemical compounds (Cannabinoids)



Compound rich

Cannabidiol (CBD)

*CBD is the second-most prominent compound found in the Cannabis Sativa plant, after THC and is **non-psychoactive***



Preliminary studies have shown potential **therapeutic benefit** for CBD on various medical conditions

CBD's therapeutic value comes from maintaining homeostasis by regulating, optimising and restoring the balance of key bodily systems (e.g. immune and metabolic systems)

Benefits of CBD



CBD has therapeutic value for many diseases and conditions

1.

Therapeutic benefits

- Anti-inflammatory
- Anti-convulsant
- Anti-oxidant
- Anti-emetic
- Anxiolytic
- Anti-psychotic

2.

Potential treatment of:

- Anxiety/Stress Disorders
- Metabolic Disorders/Diabetes
- Neuro inflammation
- Neurological Disorders/Epilepsy
- Oxidative injury
- Nausea
- Schizophrenia

3.

For pets:

- Animal studies and extensive in vitro research suggest that CBD may have anti-inflammatory effects, may stimulate and regulate appetite, and may modulate anxiety and pain – without psychoactive effects

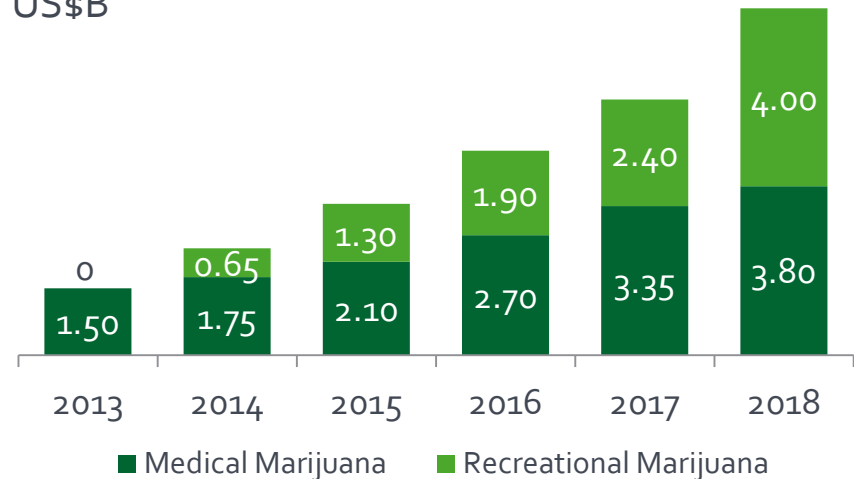


Vast Market Potential

Large and Rapidly Growing Markets

- **Global:** A \$1.8 billion per-year industry, with sales now exceeding \$4.5 billion
- **US:** A 3 million-patient market opportunity (More than 700K patients have already been prescribed)
- **Canada:** Estimated at \$144 million in 2014, rising to \$380 million by 2018, to \$1.3 billion in the next 10 years
- **Europe:** Vast unmet demand. Small quantities usually imported from Holland's only national medical-grade cannabis (MGC) program supplier - Bedrocan.

U.S. Marijuana Sales Estimates
US\$B



Country	Market Size
U.S.	\$6.4B
Canada	\$0.18B
Europe	\$7.53B
Australia (Est.)	\$0.150B

1. Medical cannabis is a rapidly growing market. MMJ Business Daily. 2013.
 2. The Surprising Value of Legal Marijuana. The Motley Fool. 2014. <http://www.fool.com/investing/general/2014/10/11/the-surprising-value-of-legal-marijuana.aspx>

Room to Grow

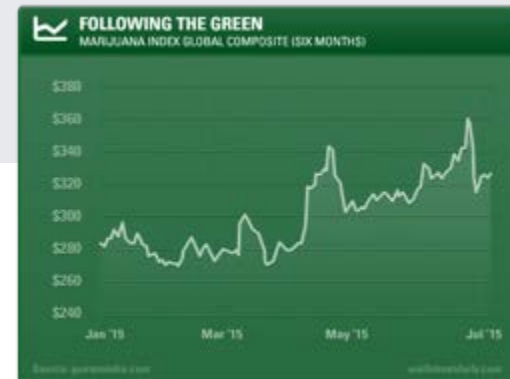
Companies operating in the medical cannabis industry have seen significant growth

- Bloomberg Intelligence¹ has identified **55 public companies** whose business is based largely or completely on legal marijuana
- Top performers are providing a **stock return of >1000%**
- The 55 companies have a combined **market capitalisation of US\$3 billion**

There is space in this global market for new entrants



- Viridian Cannabis Index Gained 38.4% in 2014²
- Cannabis index outperformed all other indices in 2013, 2014 and Q1'2015³
- Three sectors continue to out-perform⁴
 - Cultivation and Retail
 - Infused Products
 - Biotech



1. For These 55 Marijuana Companies, Every Day is 4/20. 2015. <http://www.bloomberg.com/graphics/2015-weed-index/>
 2. Cannabis Stocks: 2014 Review and 2015 Outlook. <http://www.investorideas.com/Marijuana-Stocks/info/Viridian-Cannabis-Industry-Report-2014.pdf>
 3. REPORT: The State of the Cannabis Market Today. Nov 25, 2015. <http://www.slideshare.net/TomSmith40/report-the-state-of-the-cannabis-market-today>
 4. The 8 Hottest Publicly Traded Marijuana Companies. Forbes. July 15, 2015. <http://www.the420.co/the-8-hottest-publicly-traded-marijuana-companies/>

Filling an Unmet Need in the Market

The market for nutraceutical cannabinoids is still untapped

1

Generally, no GMP-certified production to produce standardized high-grade plant extracts

2

Lack of efficacious delivery systems to ensure sufficiently high bioavailability

3

Lack of seasoned and experienced pharmaceutical executives

Growth in Human Health Markets



Nutraceuticals are a multi-billion dollar industry

- Total global nutraceuticals market reached **\$142.1 billion** in 2011
- Expected to reach **\$204.8 billion** by 2017
- The nutraceutical ingredient market is forecast to reach \$33.6 billion by 2018
- The overall US nutrition market was estimated at **\$137.4 billion** in 2012, with supplements accounting for **\$32.4 billion**



Multiple drivers for continued growth

- Rising health concerns, the growth of key demographics and growing consumer desire to lead a healthy life and avoid dependence on synthetic drugs are identified trends that show no sign of slowing down

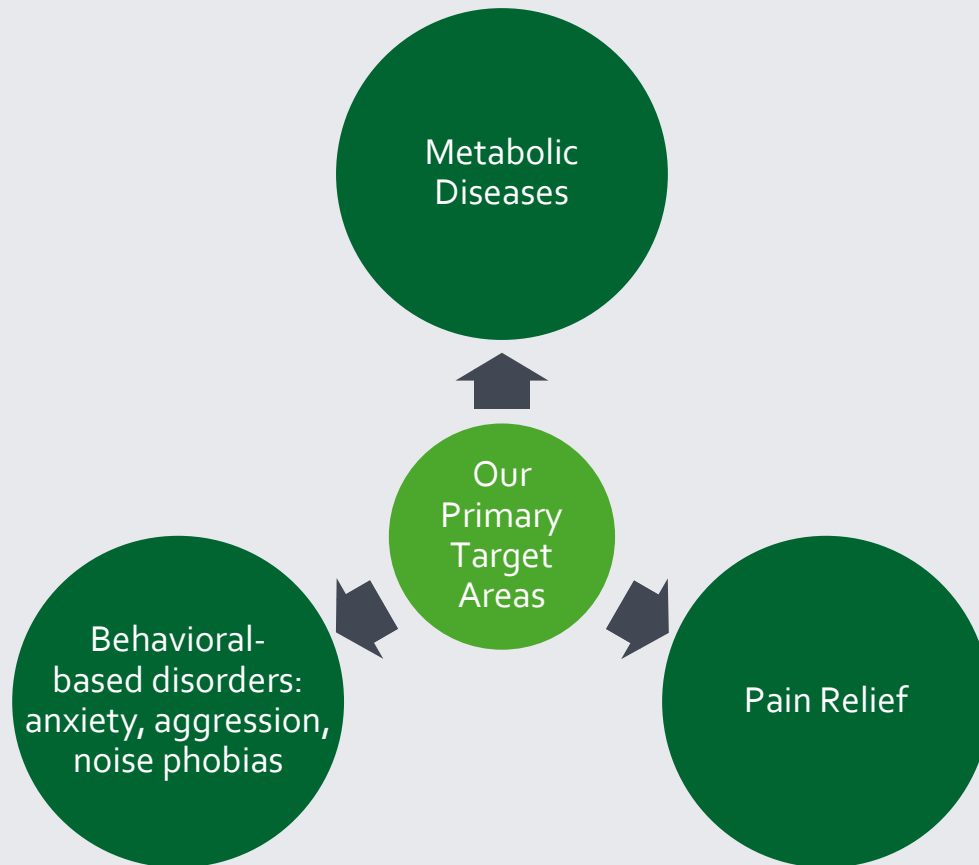


Extremely lucrative for food and beverage companies

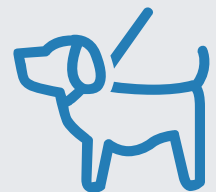
- Comparatively high margins
- Minimal regulatory requirements
- Germany, Switzerland, Netherlands, and Sweden have emerged as the key nutraceutical innovation hubs in Europe

Growth in Animal Health Markets

The Veterinary Nutraceutical Segment is very promising



- The recession-resistant animal health products industry is projected to continue showing rapid growth
- One of the biggest challenges of pet ownership is maintaining pets health
- 41% of pet owners have considered or tried various alternative therapies including:
 - Nutritional supplements (29%)
 - Herbal remedies (7%)
 - Homeopathy (4%)





The Creso Advantage

Revenue Generating



Sales commenced in Slovakia and The Czech Republic



Creso's subsidiary Hemp-Industries has a distribution agreement for its CBDium (cannabis oil) product



Initial order for 10,000 bottles worth €195,000 with more orders expected to maintain constant supply



CBDium will be supplied to hospitals and pharmacies



Hemp-Industries owns hemp growing operations and has been running for three years

Entourage Effect

- Creso only uses full plant extracts as opposed to synthetic or single molecule CBD rival products
- Cannabis is a poly molecule plant
- Full plant extracts contain other natural compounds in addition to CBD
- Research by Israeli scientists Shimon Ben-Shabat and Raphael Mechoulam show that cannabinoids and other compounds have a greater effect when taken together than when separated into individual compounds¹
- Many of these compounds interact synergistically to create the “Entourage Effect”



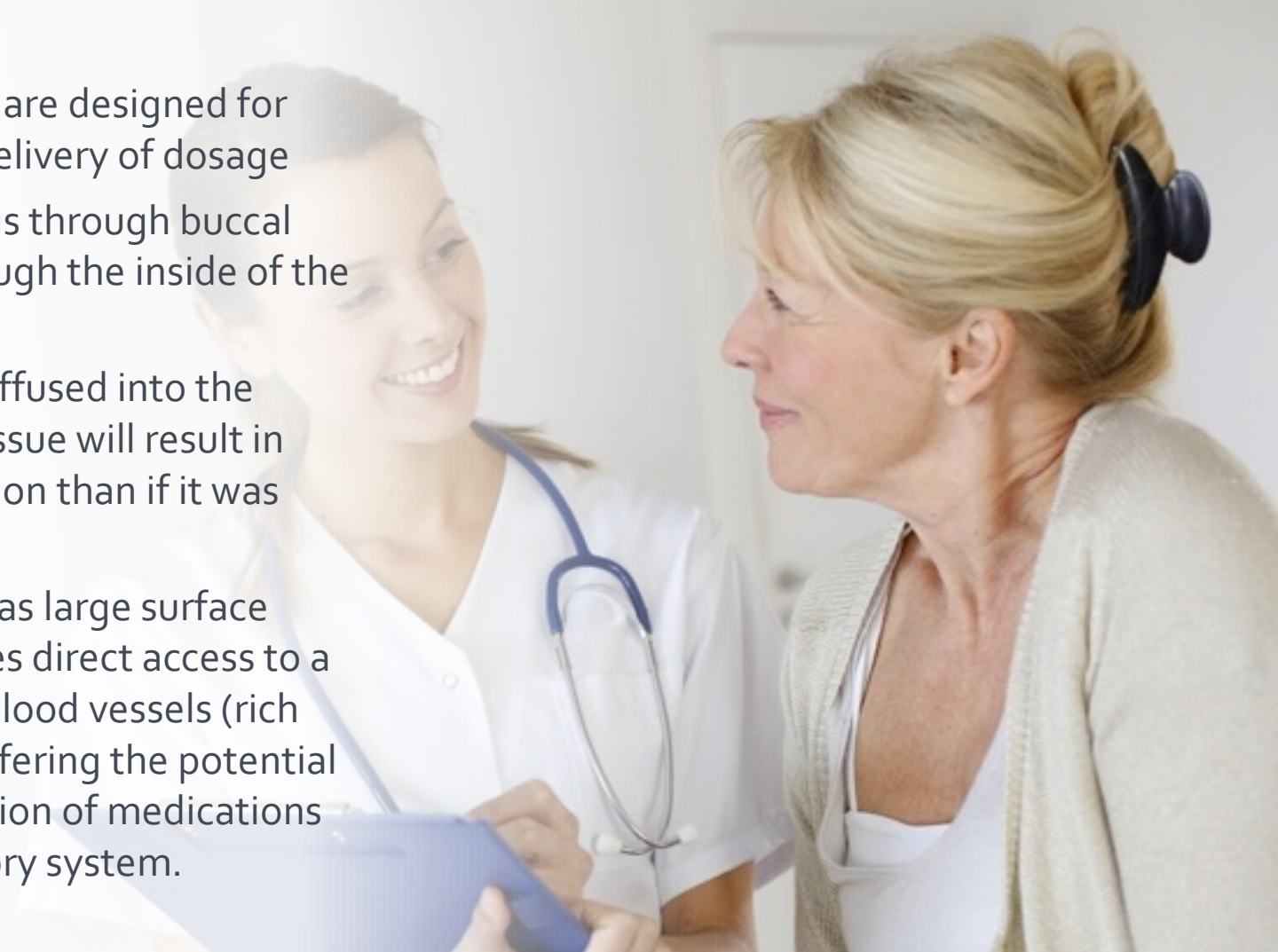
1. http://www.academia.edu/4810567/An_entourage_effect_inactive_endogenous_fatty_acid_glycerol_esters_enhance_2-arachidonoyl-glycerol_cannabinoid_activity

Benefits of Full Plant Extracts

- Ability to affect multiple targets within the body
- Ability to improve the absorption of active ingredients
 - Cannabinoids are chemically polar compounds, which makes them more difficult to absorb in isolation
 - With the assistance of terpenoids like caryophyllene, absorption of cannabinoids is greatly increased
- Ability to overcome bacterial defense mechanisms
 - The full plant extracts also contains non-cannabinoid molecules with anti bacterian properties
 - These molecules attack bacteria through pathways which differ from cannabinoid pathways
 - Given the attack on multiple fronts, it is therefore possible to limit the development of bacterial resistance
- Ability to minimize adverse side effects
 - Certain cannabinoids modulate the negative side effects of others: for example CBD is able to modulate the psychoactive effects of THC

Improved Drug Absorption

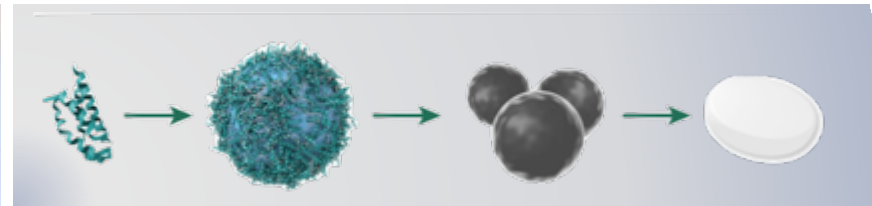
- Creso's products are designed for more effective delivery of dosage
- Delivery system is through buccal absorption (through the inside of the cheek)
- Drugs that are diffused into the blood through tissue will result in superior absorption than if it was swallowed
- Buccal mucosa has large surface area that provides direct access to a rich network of blood vessels (rich blood supply), offering the potential for rapid absorption of medications into the circulatory system.



Unique Delivery Technologies

Creso has exclusive world-wide use of two delivery technologies for cannabis treatments through licensing deals with pharma

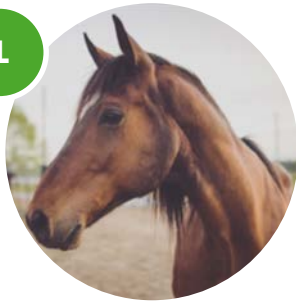
INNutri Soft Gums™	BioLingus™ (Sublingual Tablets)
<p>Innovative soft chewable gums with a fillable center made of starch (not from animal material such as gelatin like other gums).</p>	<p>Novel proprietary platform for sublingual delivery of bio-active molecules for chronic diseases and immune-therapies.</p>
<ul style="list-style-type: none"> ✓ Easy to ingest ✓ 60% cheaper than the gelatin capsules ✓ Choice of flavours ✓ Have non-sticky texture compared to other vegetarian products (starch, pectin) ✓ Vegan, Halal and Kosher ✓ Suited for geriatric and pediatric use ✓ Heat resistant technology ✓ Gluten and Lactose free 	<ul style="list-style-type: none"> ✓ Optimised and stable pill ✓ Robust manufacturing process ✓ Similar efficiency to subcutaneous injection in mice ✓ Highly scalable production process ✓ Relatively low cost ✓ Long shelf life



Animal Health Nutraceutical Products

Creso has two animal health nutraceutical products for companion animals. EU approved, launch July 2017

1



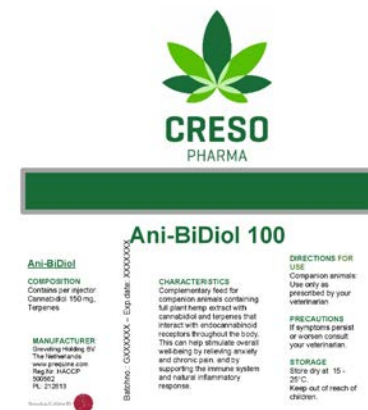
One product is for horses which mainly targets stress symptoms, chronic joint pain and arthritis



2



Second product is for dogs which mainly targets behavioural problems and pain and elderly dogs with chronic joint pain and arthritis

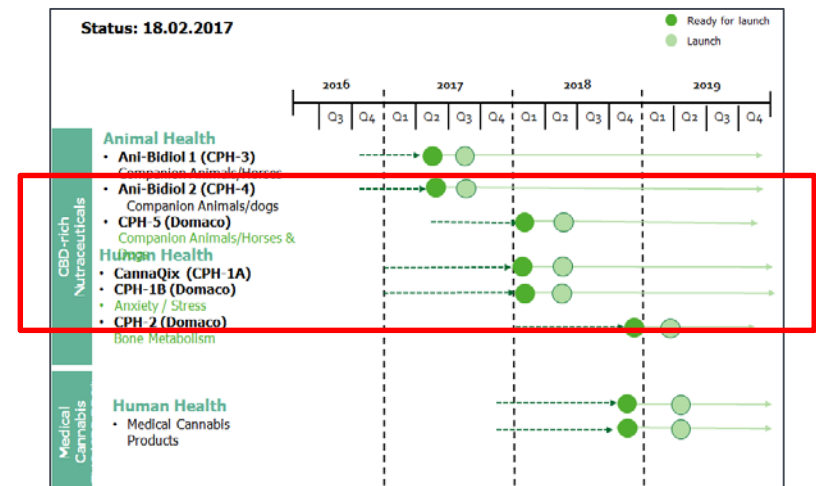


Nutraceutical Products for Human and Animal Health



Products based on Domaco buccal technology

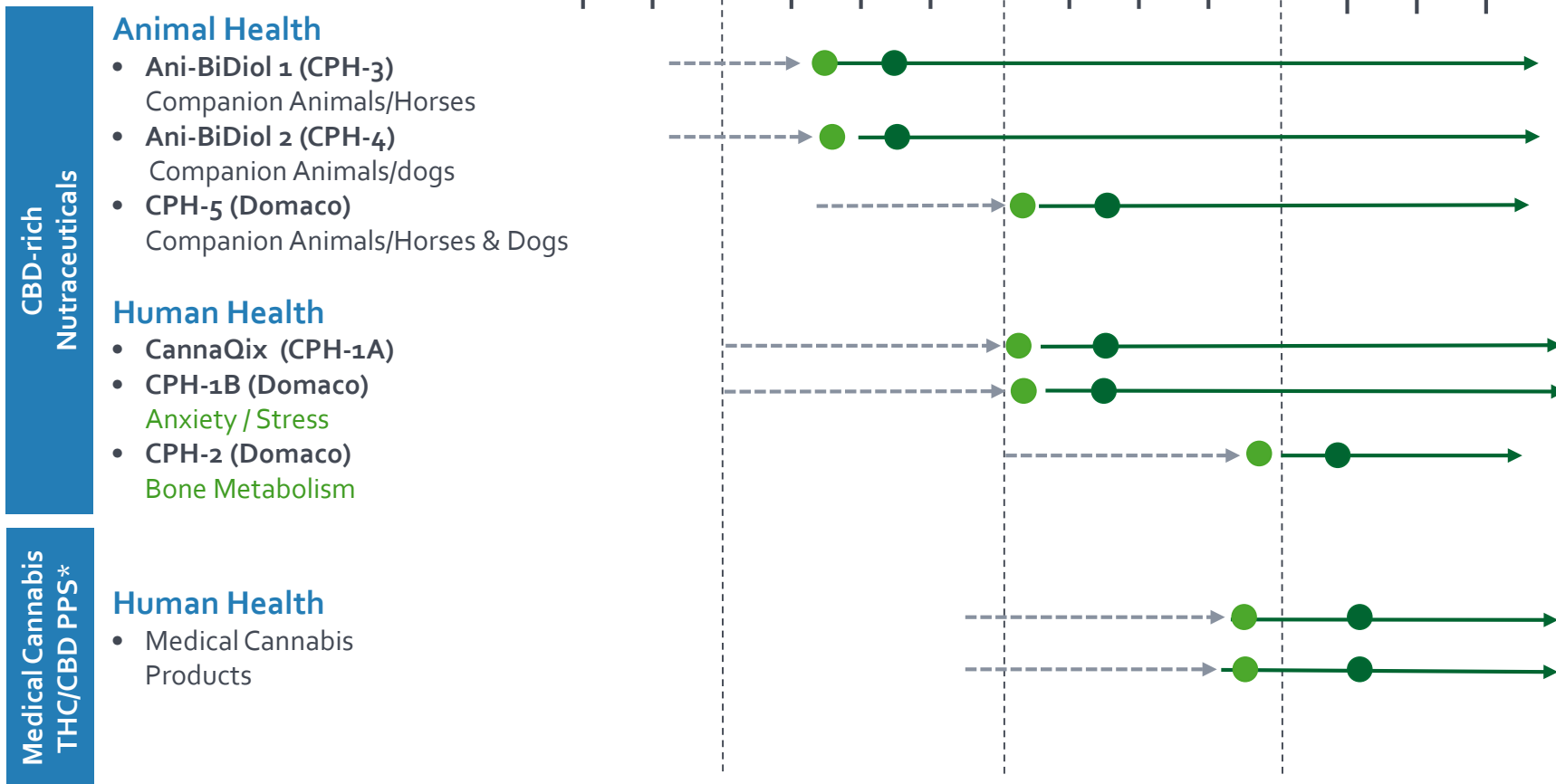
- Creso has signed an LOI for development, manufacturing and commercialisation of nutraceutical products in innovative delivery systems
- The new delivery systems are in line with Creso's strategic approach for innovative buccal delivery systems with standardised dose and formulation
- Two new second-generation human health products: one for anxiety/ stress (planned launch 1H2018) and one for bone metabolism (planned launch 1H2019)
- Products focused on fast onset of action (see Pipeline)
- One new animal health nutraceutical product for companion animals for behavioural disorders and pain (planned launch 1H2018)



Product Pipeline



- Ready for launch
- Launch



* PPS = Prairie Plant Systems Canada

Peer Comparison



*Creso is attractively priced relative to its peer group (\$A)**

	Creso	Auscann	Botanix	Medlab Clinical	MGC Pharmaceuticals	MMJ Phyotech	Zelda Therapeutics
Share price	65c	70c	5c	84c	5.9c	61c	13.5c
Market Cap	\$52.7m	\$72.6m	\$17.5m	\$82.5m	\$58.6m	\$122.9m	\$51.1m
GMP standard	•	•	•				•
Natural botanical extracts / non synthetics	•			•	•	•	
Delivery technologies for better absorption	•					•	
Standardised dose & formulation	•					•	
Human & animal health products	•						
Team with strong pharma & cannabis record with 20 plus years in big Pharma	•	•		•			•
Broad reach through nutraceutical market	•			•			

*Data as at April 20, 2017.

Growing Investor Interest

Investment has seen massive growth in 2015¹, this trend is expected to continue^{2,3,4}

	2014	Q1 2015	Q2 2015	Q3 2015
Companies	31	24	21	14
Capital Raises	47	42	41	21
Total Funds	\$80.4M	\$43.2M	\$230.2M	\$70.5M
Top Three Sectors	Consulting Services \$20.1M	AgTech \$15.9M	BioTech \$208.4M	Consumption Devices \$42.0M
	Cultivation and Retail \$18.9M	Cultivation and Retail \$11.0M	Software \$6.6M	AgTech \$12.9M
	Biotech \$12.3M	Biotech \$7.1M	Consulting Services \$4.7M	Biotech \$5.5M

1. The Future of Cannabis Market Report. Week One: Macro Perspective on the Industry. Broker Dealer Services Provided Through Pickwick Capital Partners, LLC A Member of FINRA and SIPC
2. What is The Future of Cannabis? Joel Anderson | Tuesday, 24 November <https://www.equities.com/news/what-is-the-future-of-cannabis>
3. Tech venture capitalists finally give pot industry a serious look. Joe Garofoli | on May 15, 2015. <http://www.sfgate.com/business/article/Tech-venture-capitalists-finally-give-pot-6267133.php>
4. Merrill Lynch sees Potential in the Cannabis Industry. December 16, 2015. <https://technical420.com/cannabis-article/merrill-lynch-sees-potential-cannabis-industry#>



The Strategy

Nutraceutical Strategy

Hemp based full-plant medical grade CBD-rich nutraceutical products which are efficacious, safe, standardised in composition and dose

A nutraceutical approach for both human and vet markets

- 1 **GMP sourcing only:** nutraceutical products from GMP-certified plants located in Europe, syndicated to our needs
- 2 **Standardized extraction:** GMP- and/or ISO-compliant extraction processes, to supply products of excellent quality, purity, and safety
- 3 **Owning and developing unique delivery methods:** source and license innovative and proven delivery platforms including tablets and sublinguals to increase absorption and bioavailability
- 4 **Sales channels:** Will not be sold online but will be registered with health authorities with full registration files
- 5 **Clinical trials:** perform small-scale clinical trials to gain scientific data
- 6 **IP:** Secure IP across the value chain



Hemp-Industries



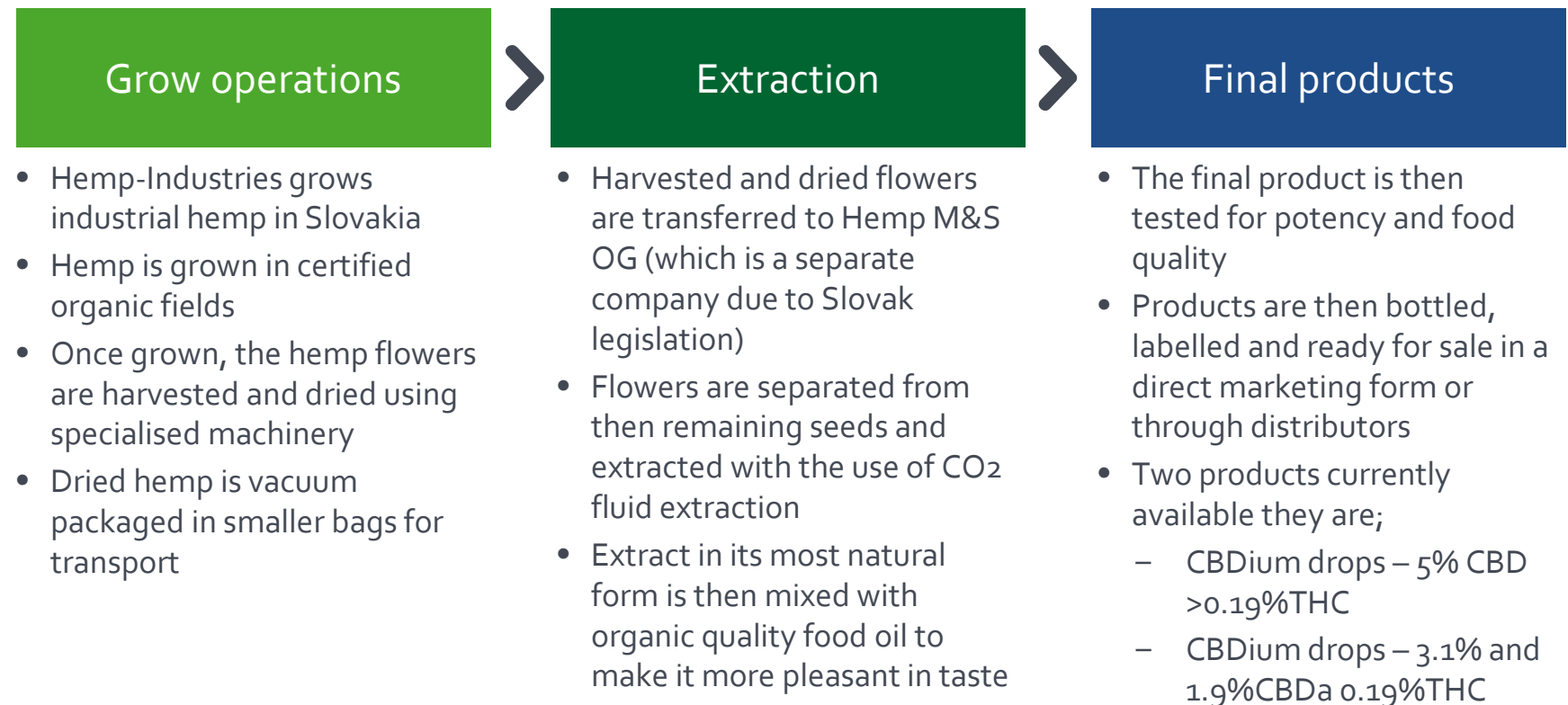
Hemp-Industries is the existing revenue generating division of Creso Pharma Limited

- Hemp-Industries has been in operation and generating revenue for more than three years and operates an existing hemp growing operation in Slovakia as well as outsourced CBD extraction and CBD product sales activities
- It is experiencing strong demand for its hemp seed products to feed consumer demand for “superfood”
- In December, fulfilled second shipment of hemp protein to one of the largest bakeries in Slovakia, Pekárne Liptovský Hrádok, s.r.o. (PLH). HI’s protein is used by PLH to produce several top-quality protein bar products which are sold in leading grocery chains.



Hemp-Industries Operations Overview

Hemp-Industries currently sells its CBDium products to the European market. Creso Pharma will seek to expand into other markets where CBD products have been legalised



Hemp-Industries Products in Pipeline

Hemp-Industries has over a dozen products in the pipeline

Hemp-Industries intends to manufacture over a dozen different products for sale complimenting their existing revenue generating products below

Current products include:

- Hemp Seed Oil; and
- CBDium drops

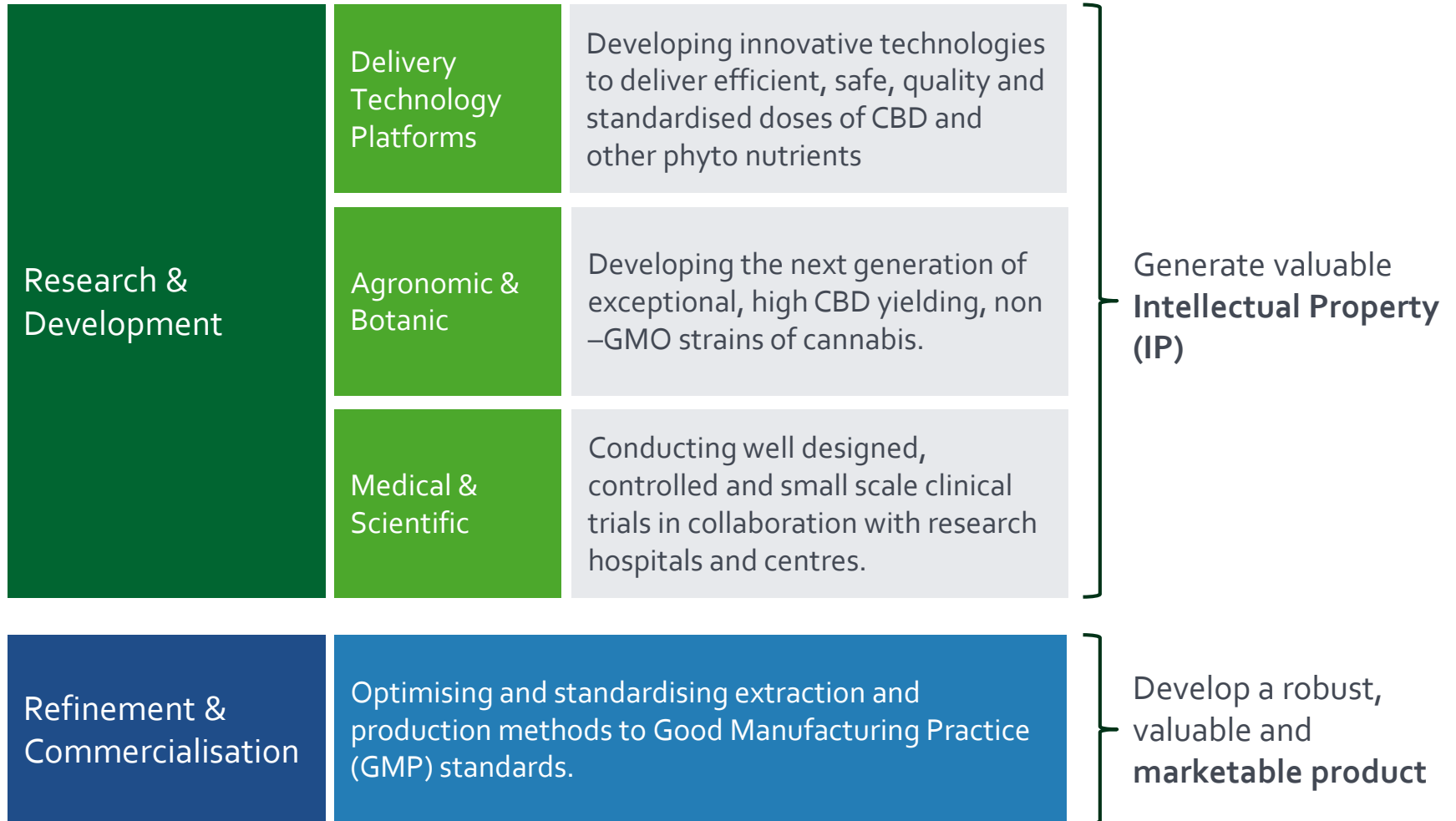


Hemp-Industries
Product



Food Bar
Prototype

Business Model



Intellectual Property (IP)

IP is the key to maximising value creation for any bio-pharmaceutical company. Creso's work will conform with the expectations of the regulators and the bio-pharmaceutical sector

Creso's IP Strategy



A long term strategy incorporating global industry-wide reviews helping to identify areas of interest and opportunities - e.g., licensing agreements and royalty arrangements.

The IP portfolio will be related to Creso's line of activity:

- Creso's formulations
- Creso's delivery platforms
- Therapeutic uses of cannabis/hemp derived compounds
- Know-how and trade secrets

IP Strategy Success



Creso's success will depend on the ability to:

- Protect the proprietary rights of Creso's prospect products, technology and know-how from others
- Operate without infringing on proprietary rights of others

Next 12 Months



Sign development and commercialisation agreement with leading North American biopharmaceutical company

Q2CY2017



Launch of first animal health product for horses



Launch of first animal health product for dogs

Q3CY2017



Launch of first-generation human health nutraceutical product for anxiety and stress based on INNutri technology



Launch of second-generation nutraceutical human health product for anxiety and stress based on Domaco buccal technology



Launch of animal health products for horses and dogs based on Domaco technology

CY2018

Investment Summary



Rapidly Growing Markets

- Increasing scientific evidence on efficacy of cannabis-based treatments
- Existing markets are expanding and new markets opening
- More countries are liberalising medicinal cannabis

Increased Consumer Demand



Strongly Performing Sector

- Investor interest in sector is strong
- 50+ companies with business based largely on legal marijuana
- Industry in infancy with plenty of room to grow

Strong Sales Revenue



"Gold Standard"

- Creso brings pharmaceutical industry rigour and professionalism to medicinal cannabis market
- Well placed to be the "Gold Standard" of the medicinal cannabis world

Industry Leadership



Sound Business Model

- Already revenue generating
- Diversified revenue streams from human and pet health markets
- Best practice for CBD extraction and drug delivery
- Resources in place for global sales

Strong Company Returns

Contact Information

For more information please contact:

Creso Pharma Limited

t: +61 8 6381 0054

a: Level 4, 11 Ventnor Avenue
West Perth WA Australia

Mirador Corporate

Company Secretary

t: +61 8 6381 0054

a: Suite 4, 11 Ventnor Avenue
West Perth WA Australia

EverBlu Capital

Corporate Advisor

t: 02 8249 0000

e: info@everblucapital.com

w: www.everblucapital.com

a: Level 39, Aurora Place,
88 Phillip Street,
Sydney NSW Australia

将制药学行业技术广泛 应用于医用大麻

2017年4月



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公司这些对未来的运营意向、期望、计划、战略和前景最终可能未必达成。它们是基于特定假设，可能与最终结果有所不同或无法实现，或可能受到已知和未知风险因素的影响。公司的绩效和运营状况可能受到多种因素的影响，多数是公司无法控制的因素。公司及其董事、高管、雇员、顾问或代理不对公司最终是否能够全部或部分实现其运营意向、期望、计划，或任何预计利润回报，以明示或默示的方式做出任何陈述或担保。

鉴于风险和不确定因素可使公司未来的实际运营状况、绩效表现与预计、期望、计划的出现明显差距，信息接受方不应完全依赖于这些意向、期望、未来计划、战略和前景。公司不对实际运营状况和绩效表现会与预计、期望和计划的一致做出任何陈述或担保。

与美国有关的信息披露

本文件不含对在美国的任何证券进行销售要约或鼓励购买的建议，或为《美国证券法1993》（《证券法》）第5条定义的“美国人”带来利益的信息。公司股份并未且将来也不会根据美国其他任何州或司法管辖区的《证券法》进行注册。在没有注册或获得注册豁免（含为符合条件的机构买家的豁免）的情况下，公司股份不会在美国境内，或向任何美国人发行和出售。

处于变化之中的行业

- 医用大麻产业仍处于发展的初期阶段，由小规模参与者主导，不具备制药业行业技术
- 大麻制品的配方和剂量缺乏行业规范和标准，引发对医用大麻治疗法的普遍质疑
- 全球市场非常缺乏受信赖的医用大麻品牌
- 由于不断变化的规章制度，众多知名制药公司一般不太愿意进入该市场

克雷索制药有限公司以过硬的行业技术和严谨的制药规范进军广阔的医用大麻市场



公司简介



澳大利亚证券交易所 (ASX) : 克雷索制药有限公司 (CPH)

总部位于瑞士楚格州



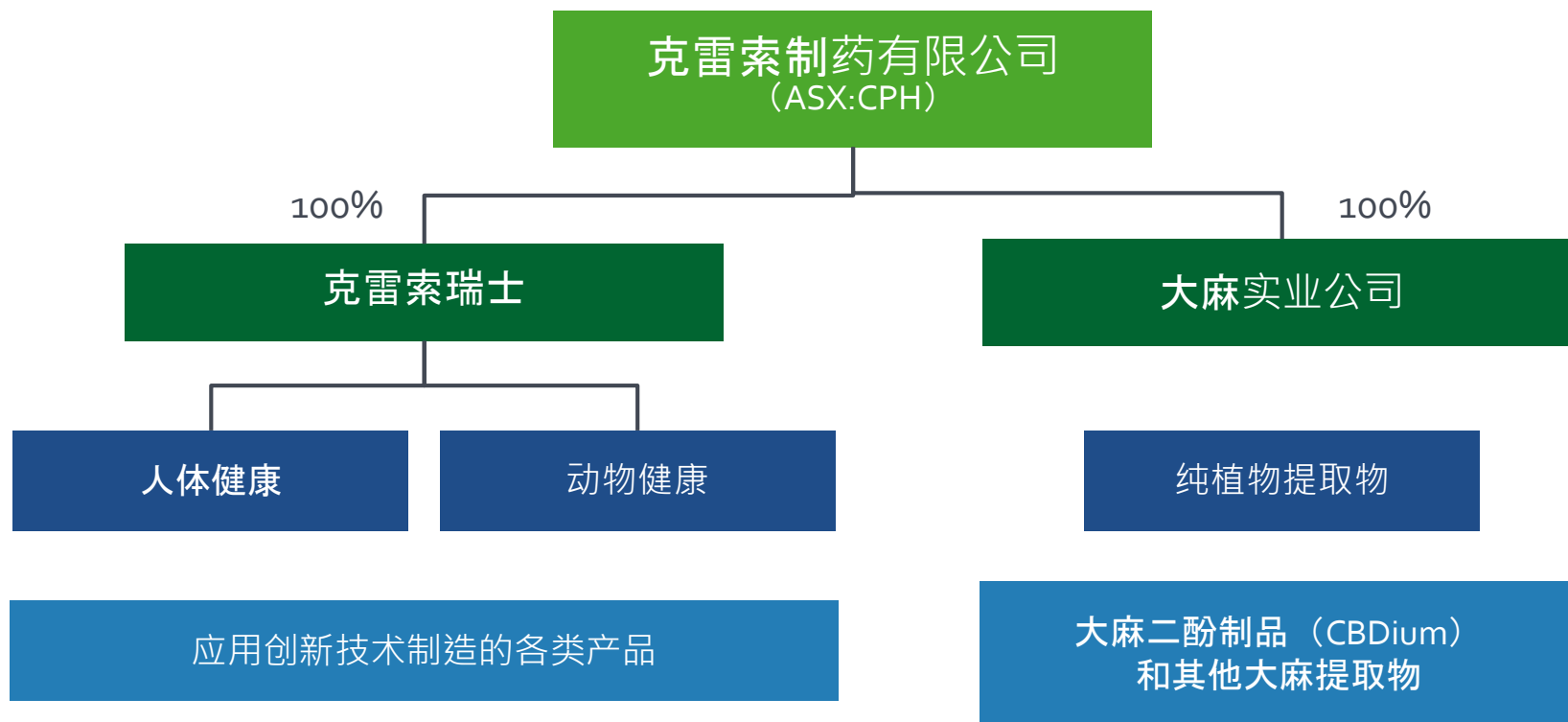
将制药学行业技术广泛应
用于医用大麻

市值@ 65分*	百万澳元	52.7
库存现金	百万澳元	10.5
企业价值	百万澳元	43.4
发行股票	数量	8108万
前20位股东	百分比%	49.44%
托管股票	数量	3078.5万

- 克雷索制药有限公司运营总部位于瑞士楚格州
- 药品生产质量管理规范 (GMP) 认证的领先生产工艺
- 符合国际制药标准的大麻标准化治疗方案
- 增强给药效果的独家技术
- 聚焦人类和宠物的营养保健品 (膳食补充品) 市场

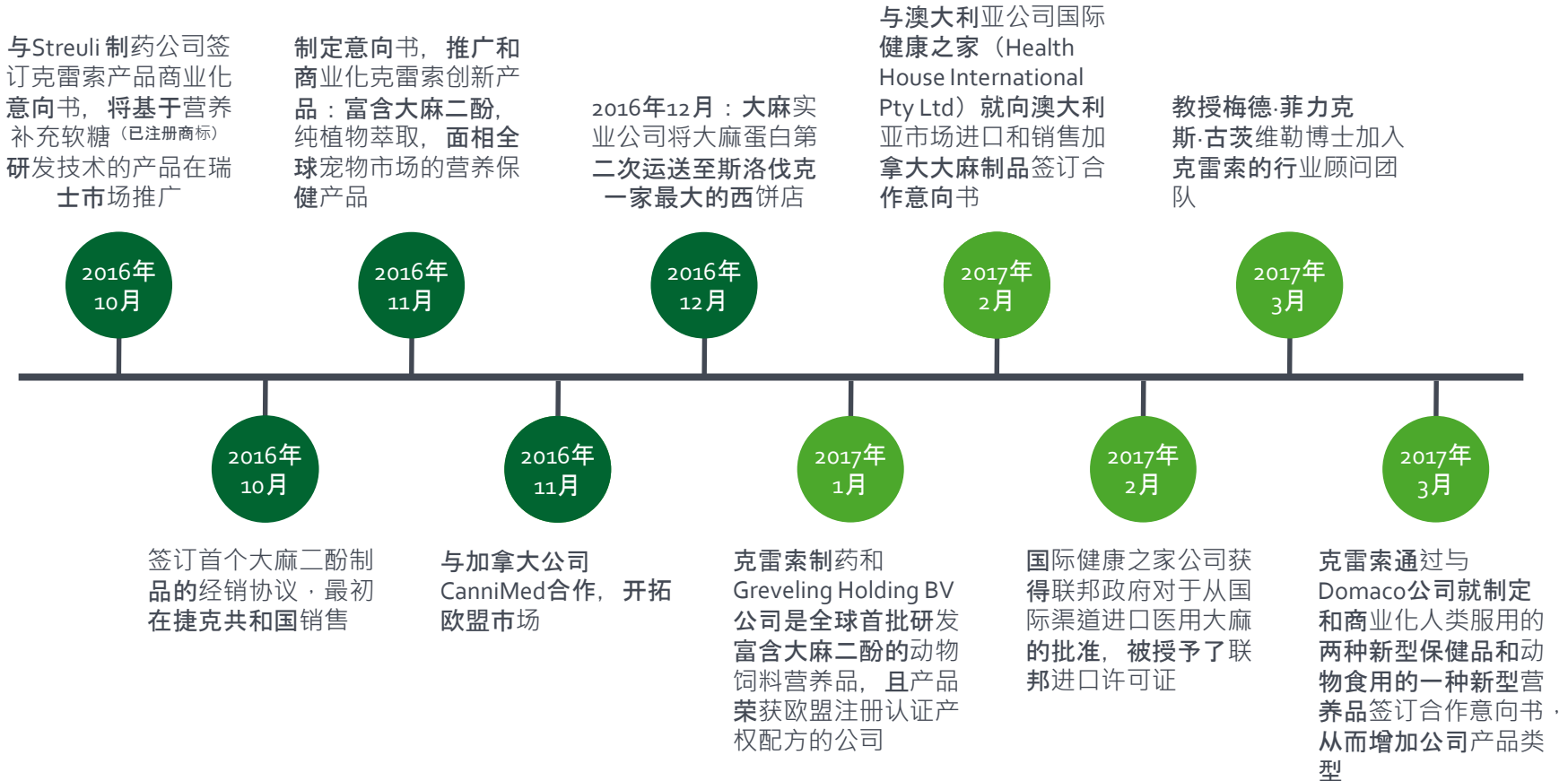
*2017年4月20号的数据

克雷索制药有限公司组织架构图



克雷索制药瑞士股份有限公司的注册办公室位于楚格州（克雷索瑞士），已发展成为总部位于瑞士的全资子公司，将作为法人实体负责公司的运营和商业活动，特别是那些涉及欧洲地区营养保健品开发和商业化的活动。

自首次公开募股后所取得的成绩



投资建议



填补当前市场对符合全球制药最高标准的**信赖产品**日益增长的需求空缺



旗下子公司大麻实业公司**已产生收益**



六个正在生产中、针对人类和动物营养保健品市场的产品所带来的巨大市场商机



克雷索公司获得**专属授权**，享有独家给药的知识产权



针对人类和宠物治疗市场的**多元收益流**



庞大的**全球市场**正处于发展的起步阶段



公司已准备好成为受信赖大麻治疗的**“黄金标准”**

董事会和管理层



首席执行官兼联合创始人
茉莉·哈尔珀林·万恩利博士

主席兼联合创始人
波阿斯·瓦赫特尔

非执行董事
西蒙·白金汉博士

非执行董事兼联合创始人
亚当·布鲁曼托

非执行董事
詹姆斯·埃林福德博士

首席运营官
大卫·罗素先生

哈尔珀林·万恩利博士是一位资深制药经理人，拥有在生物医学行业负责全球医药产品研发超过25年的战略和运营领导经验。她曾在美国和瑞士的国际制药公司担任产品研发执行经理人职位。

瓦赫特尔先生是医用大麻领域的首席专家，澳大利亚首家公开销售医用大麻公司—植物科技医学公司（Phytotech Medical）（MMJ.ASX）的创始人兼前执行董事。他发起并帮助开展位于以色列的全国医用大麻项目。瓦赫特尔先生是一名注册临床研究经理人，荣获马里兰大学管理和市场营销硕士学位。

白金汉博士拥有在全球顶级制药/生物科技公司担任董事和咨询师，超过25年高级主管的工作经验。他拥有在治疗和保健学方面丰富的工作经验，做过综合管理、销售、市场营销、临床研发、商业开发、企业并购，以及公司战略规划等工作。他是一名执业兽医，荣获墨尔本大学博士学位。

布鲁曼托先生在银行投资和公司金融领域拥有10年工作经验。他对于澳大利亚和国际市场具有深刻的了解，为大量上市和非上市公司提供资本筹集和融资方案。他成功地为市场引介来自以色列、加拿大、瑞士和澳大利亚的数个医用大麻公司。

埃林福德博士职业生涯的巅峰是担任一家市值十亿美元的国际上市公司的主席，该公司总部分别设在瑞士日内瓦和美国纽约。他在国际舞台上积累了丰富的经验，与全球金融机构和政府部门成功建立了密切的关系。

罗素先生拥有在制药和生物科技领域超过25年的工作经验。他经营自己的咨询公司，主要关注商业咨询和战略营销。他曾在新基医药公司（Celgene）亚太区工作，担任中国区总经理。他曾帮助爱泰隆生物科技集团（Actelion）进军亚洲市场，并使之成为全球领导品牌。他曾担任Novogen公司市场总监，罗氏澳大利亚生物制药公司管理人。罗素先生是一名执业放射科技师，荣获行政工商管理学硕士学位。

顾问组



行业顾问
艾萨克·科布林博士

行业顾问
费阿尼·莱德博士

行业顾问
拉克尔·佩罗布博士

行业顾问
乔治·万恩利

行业顾问
教授梅德·菲力克斯·古茨维勒博士

行业顾问
吉安·特雷普博士

科布林博士是一名内科医师，在以色列和美国的医学院拥有15年的工作经验。他在瑞士罗氏集团和生物科技Actelion集团拥有超过22年的工作经验。他主要负责关键化合物的全球研发，在众多医药公司担任领导职位。


费阿尼·莱德博士在创新药品技术开发和战略外包方面拥有超过18年的领导经验。他曾在位于瑞士和澳大利亚的制药公司担任重要职位并肩负全球责任。他成功领导并促进了跨越四大洲的企业国际合作。

拉克尔·佩罗布博士是一名在医药行业拥有超过28年工作经验的行业专家。在其整个职业生涯中，她参与培训、预防、治疗、降低危害、制定创新方法、加强职业道德。她的努力为她赢得国际认可。目前，佩罗布博士担任拉丁美洲药品政策改革的咨询师。

万恩利先生是市场准入、定价补偿以及政府事务的专家，在大型制药公司和新兴公司拥有超过30年的工作经验。他曾与欧洲、南美以及特定亚洲国家的卫生部建立了良好的合作关系。

教授梅德·菲力克斯·古茨维勒博士获得巴塞尔大学硕士学位、哈佛大学公共卫生学院公共卫生学硕士学位、约翰霍普金斯大学公共卫生学院公共卫生学博士学位。他曾任职巴塞尔大学、苏黎世大学社会和预防医学院教授（1988-2013），2013年荣誉退休。

吉安·特雷普博士是一位资深制药营销经理人，拥有超过18年战略和运营的领导经验。他曾在瑞士和美国的国际制药公司担任管理和营销经理人。他是英国GBT Pharma制药公司的创始人和所有者。



为什么选择大麻?

安全、高效、记录良好

大麻和大麻提取物对于治疗某些疾病安全有效

(有时是唯一的治疗方案)

药物使用历史悠久，在许多国家和文化中可追溯到千年之前



历史证明

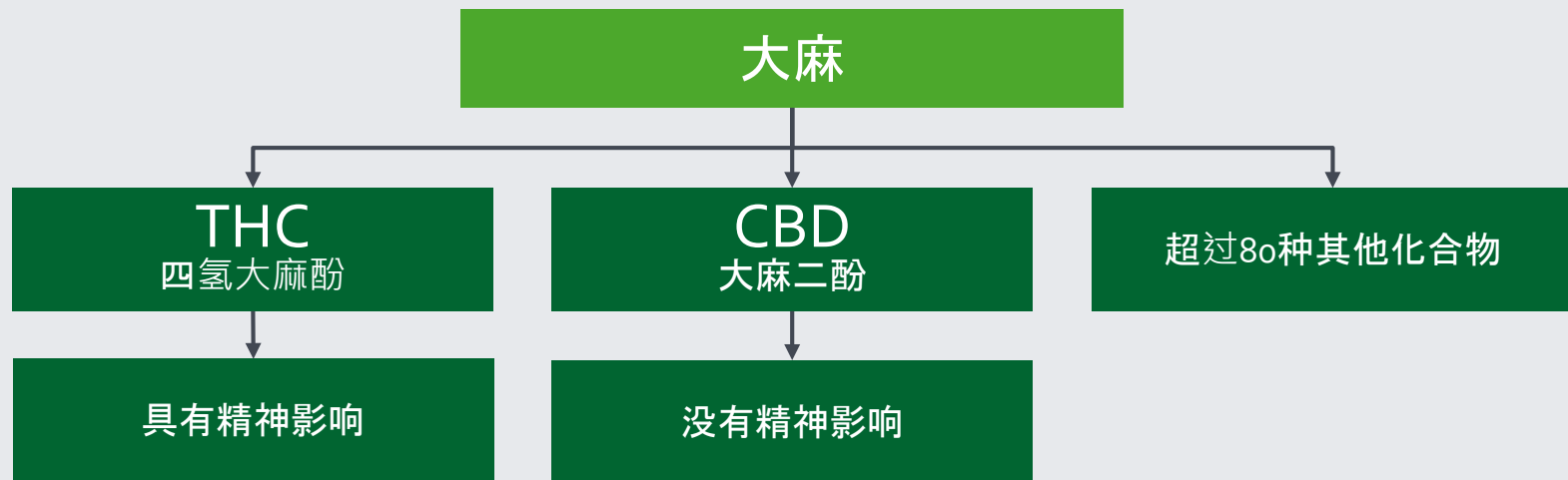
拥有超过460种成分 – 至少有80种是活跃的化合物 (大麻素)



成分丰富

大麻二酚 (CBD)

大麻二酚是继四氢大麻酚 (THC) 之后从大麻植物纤维中提取的第二大化合物, 且不会黏滞箕砵懈麻



初步研究表明：大麻二酚对多种医学疾病具有潜在的**治疗效果**

大麻二酚的治疗价值体现在通过调理、优化、恢复身体重要系统的平衡（例如：免疫系统和代谢系统），从而维持身体整个内环境的稳定。

大麻二酚的益处

大麻二酚对多种疾病和症状具有治疗效果

1.

疗效

- 抗炎
- 抗痉挛
- 抗氧化
- 止吐
- 抗焦虑
- 安定药

2.

可潜在治疗：

- 焦虑症/应激障碍
- 代谢失调/糖尿病
- 神经炎症
- 神经功能障碍/癫痫症
- 氧化损伤
- 恶心
- 精神分裂症

3.

对于宠物：

- 动物研究和大量的体外研究表明：大麻二酚具有抗炎功效，可刺激和调节食欲，缓解焦虑和疼痛，且不会产生精神影响



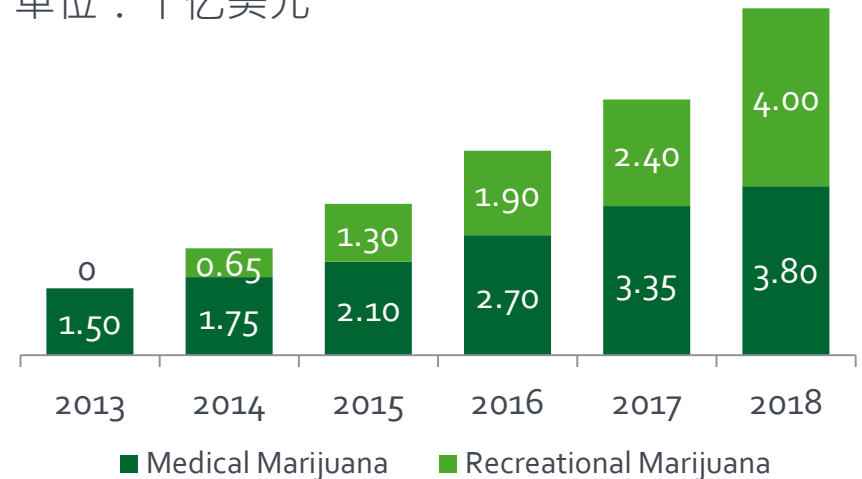
巨大的市场潜力

巨大且增长迅速的市场

- **全球**：每年18亿美元的产业，目前的销售价值已经超过45亿美元。
- **美国**：一个拥有300万病患的市场机遇（该药物已给超过70万的病患开具）。
- **加拿大**：预计2014年的行业价值为1.44亿美元，到2018年将升至3.8亿美元，未来10年间将达到13亿美元。
- **欧洲**：需求量巨大。一般是从荷兰全国医用大麻（MGC）项目唯一供应商 - Bedrocan进口少量药品。

美国大麻销售预测

单位：十亿美元



医用大麻

娱乐用大麻

国家	市场规模
美国	64亿美元
加拿大	1.8亿美元
欧洲	75.3亿美元
澳大利亚 (预估)	1.5亿美元

1. 《医用大麻市场正呈现快速增长态势》 - 《MMJ 商业日报 2013》

2. 《合法大麻的惊人价值》 - The Motley Fool 理财投资网 2014. <http://www.fool.com/investing/general/2014/10/11/the-surprising-value-of-legal-marijuana.aspx>

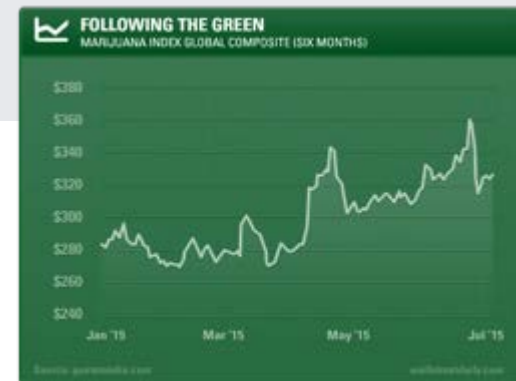
增长空间

在医用大麻产业经营的公司数量显著增长

- 彭博行业研究 (Bloomberg Intelligence) ¹ 表明：有**55家上市公司**的主营或全部业务是合法大麻
- 经营最好的公司创造的**股票收益率超过1000%**
- 55家公司的市场总值合计为**30亿美元**

- 维瑞点大麻指数 (Viridian Cannabis Index) 在2014² 增长了**38.4%**
- 大麻指数在2013、2014和2015³年第一季度超过所有其他指数
- 三个领域将继续快速增长⁴
 - 大麻培育和零售
 - 大麻制品
 - 生物技术

医用大麻市场仍有空间，
欢迎新的意向者参与其中



1. 55家大麻公司, 每日是4/20. 2015. <http://www.bloomberg.com/graphics/2015-weed-index/>
 2. 大麻股指: 2014 回顾 和 2015 展望. <http://www.investorideas.com/Marijuana-Stocks/info/Viridian-Cannabis-Industry-Report-2014.pdf>
 3. 报告: 《大麻市场现状》. 2015年11月25日. <http://www.slideshare.net/TomSmith40/report-the-state-of-the-cannabis-market-today>
 4. 八大公开交易大麻的公司. 福布斯. 2015年7月15日. <http://www.the420.co/the-8-hottest-publicly-traded-marijuana-companies/>

满足市场需求



大麻营养保健品市场亟待开发

1

一般而言，没有药品生产质量管理规范认证的制作工艺可生产标准化的优质植物提取物

2

缺乏有效的给药系统，以确保高度生物药效率

3

缺乏资深且经验丰富的制药管理人

在人体健康市场中的增长



营养保健品是一个价值亿万美元的产业

- 在2011年，全球营养保健品市场总价值达到**1421亿美元**
- 预计到2017年将达到**2048亿美元**
- 到2018年，保健品原料市场预计将达到**336亿美元**
- 在2012年，全美国营养品市场价值约在**1374亿美元**，其中膳食补充品占**324亿美元**



促进持续增长的多重推动力

- 人们对健康问题的日益关注、人口数量的增长，以及消费者寻求健康生活，避免依赖合成药物需求的增长，这些趋势只增不减

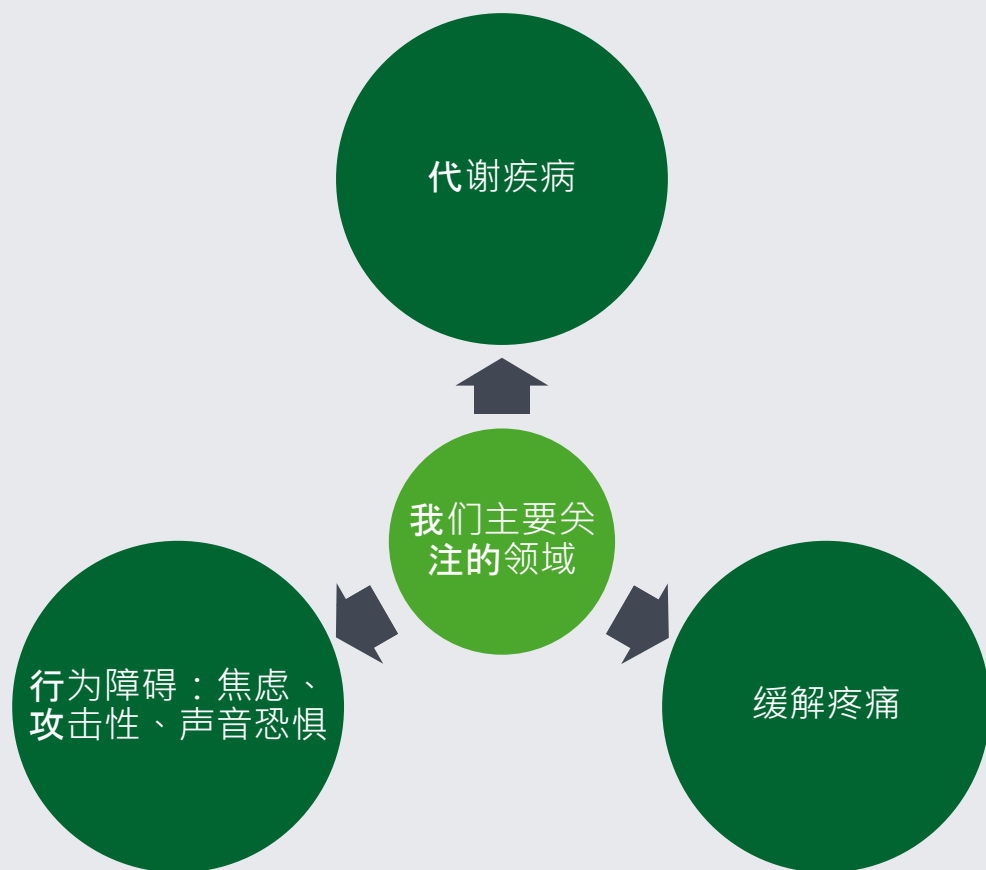


对食品和饮品公司而言利润丰厚

- 利润颇丰
- 监管要求低
- 德国、瑞士、荷兰、瑞典已成为欧洲新兴的营养保健品研发中心

在动物健康市场中的增长

兽医营养医学极具发展前景



- 具有抗衰老能力的动物保健品行业预计将呈现持续、快速增长态势
- 饲养宠物所面临的最大挑战是保持宠物身体健康
- 41%的宠物主人考虑或尝试过多种替代疗法，包括：
 - 营养补充品 (29%)
 - 草药疗法 (7%)
 - 顺势疗法 (4%)



A close-up photograph of a cannabis plant. The image shows several bright green, serrated leaves with prominent veins. In the upper center, there is a developing flower bud (pre-panicle) with small, light-colored trichomes. The background is a soft, out-of-focus light gray. A semi-transparent white horizontal band is overlaid across the middle of the image, containing the title text.

克雷索的优势

产生收益



在斯洛伐克和捷克共和国开始销售



克雷索近期收购的大麻实业公司（Hemp-Industries）针对其大麻二酚制品（大麻油）签署了分销协议



首批订单为10,000瓶，价值19.5万欧元，预计将持续供应，以满足更多订单需求



大麻二酚制品将提供给医院和药房



大麻实业公司拥有大麻种植经营权，至今运营时间为3年

成分相互作用的效果

- 与其他使用人工合成或单分子大麻二酚的竞争产品不同，克雷索提供的产品只选用纯植物提取物
- 大麻是一种聚分子植物
- 纯植物提取物含有除了大麻二酚以外的其他天然化合物
- 以色列科学家希蒙·本·沙巴和拉斐尔·梅舒朗所做的研究表明：大麻素和其他化合物共同作用，会比分开成为单体化合物的作用效果更为显著¹
- 众多化合物的协同影响，创造出“成分相互作用的效果”



1. http://www.academia.edu/4810567/An_entourage_effect_inactive_endogenous_fatty_acid_glycerol_esters_enhance_2-arachidonoyl-glycerol_cannabinoid_activity

纯植物提取物的益处

- 具备针对解决体内多种问题的能力
- 具备促进吸收活性成分的能力
 - 大麻素是极性化合物，很难单独被吸收
 - 通过与石竹烯等萜类化合物的共同作用，可极大地提高大麻素的吸收率
- 具有攻破细菌防御机制的能力
 - 纯植物提取物中还含有抗菌特性的非大麻素分子
 - 这些分子消灭细菌的途径与大麻素的途径不同。
 - 得益于灭菌的多重途径，抑制了细菌抗药性的产生
- 具有将副作用最小化的能力
 - 某些大麻素可调节另外一些所产生的副作用。例如：大麻二酚可调节四氢大麻酚对精神造成的影响

药物吸收率提高

- 克雷索的产品旨在增加给药剂量的效果
- 给药方式为通过口腔粘膜吸收（通过脸颊内侧）
- 药物通过组织融入血液的吸收效果优于吞咽
- 颊黏膜面积大，为进入大量血管系统（大量的血液供给）提供直接通道，使药物快速吸收进入循环系统成为可能



独特的给药技术

克雷索与制药公司签订技术许可协议，拥有应用于全球范围的两种独特的大麻治疗给药技术

INNutri Soft Gums™ 营养补充软糖 (已注册商标)

由淀粉 (与其他软糖不同，淀粉并非来自明胶等动物性原料) 制成、创新的可咀嚼夹心软糖

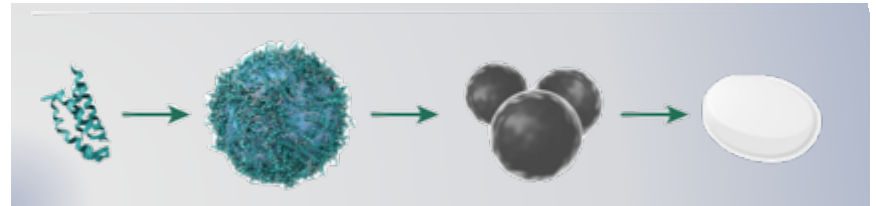
- ✓ 食用简单
- ✓ 价格比胶囊便宜60%
- ✓ 多种口味
- ✓ 与其他植物类产品 (淀粉、果胶) 相比，口感质地不粘连
- ✓ 同样适用于素食主义者，符合伊斯兰清真食品认证和犹太洁食认证
- ✓ 老年人和小孩均可食用
- ✓ 耐热技术处理
- ✓ 不含谷蛋白和乳糖



BioLingus™ 生物含片 (已注册商标) (一种舌下含服的药片)

一种创新、且享有专利的舌下黏膜生物活性分子给药法，用于治疗慢性疾病和免疫疾病。

- ✓ 效果最佳、成分稳定的药丸
- ✓ 成熟的制药工艺
- ✓ 与实验鼠皮下注射的药效相当
- ✓ 生产流程高度可控
- ✓ 成本相对低廉
- ✓ 保质期长



动物健康营养品

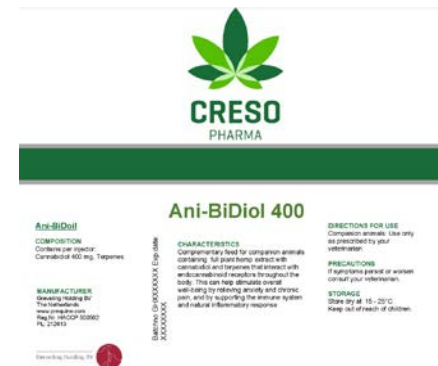


克雷索拥有关注伴生动物健康的两种营养保健品，荣获欧盟认可，2017年7月投放市场

1



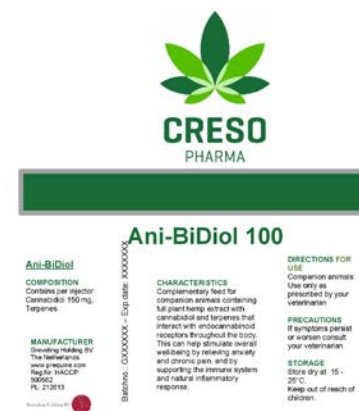
第一种是针对马的营养品，主要用于应激反应症状、慢性关节疼痛和关节炎



2



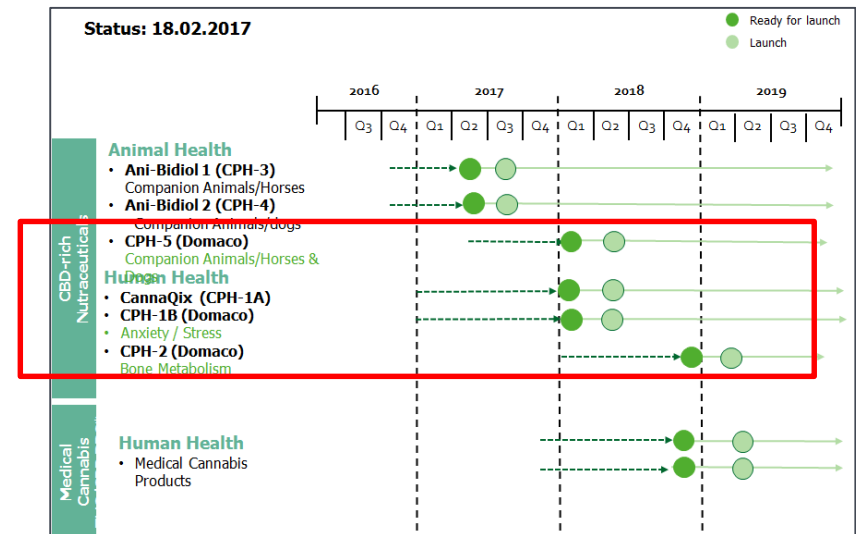
第二种是针对狗的营养品，主要用于行为问题和疼痛，以及患有慢性关节疼痛和关节炎的老年狗



人类和动物健康的营养保健品

应用Domaco公司口腔吸收给药技术的产品

- 克雷索已签订研发、制造、商业化通过创新给药系统制造的营养保健品的意向书
- 新型给药系统符合克雷索创新且剂量和配方标准化的口腔吸收给药系统的战略方针
- 第二代针对人类健康的两种新型产品：一种用于对抗焦虑和紧张（已计划投放市场1H2018）；另一种用于骨骼代谢（已计划投放市场1H2019）
- 起效迅速的产品（正在生产中）
- 针对伴生动物行为障碍和疼痛的一种新型动物保健品（已计划投放市场1H2018）



生产中的产品

- 准备投放
- 投放

动物健康

- 产品Ani-BiDiol 1 (CPH-3)
针对：伴生动物/马
- 产品Ani-BiDiol 2 (CPH-4)
针对：伴生动物/狗
- 产品CPH-5 (Domaco)
针对：伴生动物/马和狗

富含大麻二酚的营养制品

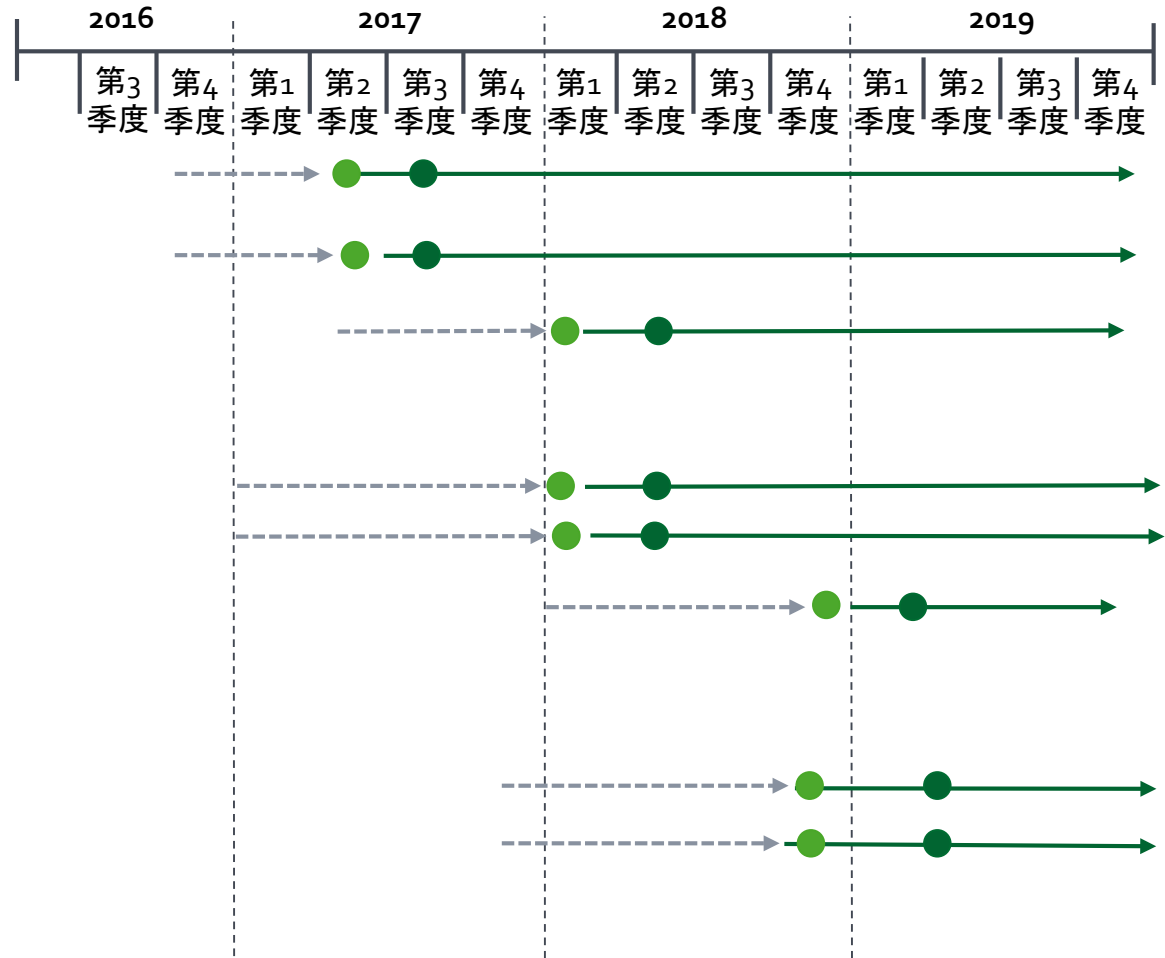
人类健康

- CannaQix (CPH-1A)
- 产品CPH-1B (Domaco)
- 针对：焦虑/紧张
- 产品CPH-2 (Domaco)
针对：骨骼代谢

人类健康

- 医用大麻产品

医用大麻与加拿大草原植物系统公司*合作四氢大麻酚/大麻二酚



* PPS = 加拿大草原植物系统公司

与竞争对手

65c	70c	5c	84c	5.9c	61c	13.5c
\$31.2m	\$72.6m	\$17.5m	\$82.5m	\$58.6m	\$122.9m	\$51.1m



与竞争对手相比，克雷索具有明显定价优势(澳元)*

	克雷索	Auscann 公司	Botanix 公司	Medlab Clinical 医疗实验诊所	MGC 制药	MMJ 植物技术公司	Zelda Therapeutics 治疗专家
股价	65分	70分	5分	84分	5.9分	61分	13.5分
市值	5270万	7260万	1750万	8250万	5860万	1.223亿	5110万
药品生产质量管理规范标准	•	•	•				•
天然植物提取物/ 非人工合成	•			•	•	•	
促进吸收的给药技术	•					•	
标准化的剂量和配方	•					•	
人类和动物健康产品	•						
与行业领先的制药公司和拥有20多年大麻从业记录的大型制药公司合作	•	•		•			•
营养保健品市场的广泛开拓	•			•			

*2017年4月20日数据

投资者兴趣增长

投资在2015年呈现巨大的增长态势¹，且该趋势预计将继续^{2,3,4}

	2014年	2015第1季度	2015第2季度	2015第3季度
公司数量	31	24	21	14
资本筹集	47	42	41	21
总资金	8040万美元	4320万美元	2.302亿美元	7050万美元
排名前3的行业	咨询服务 2010万美元	农业技术 1590万美元	生物技术 2.084亿美元	消费设备 4200万美元
	种植和零售 1890万美元	种植和零售 1100万美元	软件 660万美元	农业技术 1290万美元
	生物技术 1230万美元	生物技术 710万美元	咨询服务 470万美元	生物技术 550万美元

1. 《未来大麻市场报告》第1周：产业宏观角度。经纪人代理服务由匹克威客(Pickwick)资本合伙人公司提供，美国金融业管理局(FINRA)和证券投资者保护公司(SIPC)会员
 2. 《大麻的未来是什么？》乔尔·安德森(Joel Anderson) | 11月24日，周二 <https://www.equities.com/news/what-is-the-future-of-cannabis>
 3. 《科技风险投资家最终正视这个行业》乔·伽罗福利于2015年5月15日。 <http://www.sfgate.com/business/article/Tech-venture-capitalists-finally-give-pot-6267133.php>
 4. 《美林证券看到了大麻产业的潜能》2015年12月16日。 <https://technical420.com/cannabis-article/merrill-lynch-sees-potential-cannabis-industry#>



战略

营养医学战略



富含大麻二酚的医用纯植物大麻营养制品效果显著，使用安全，在成分和剂量方面具备标准化

适用于人类和宠物市场的营养医学途径

- 1 **符合药品生产质量管理规范的采购**：营养保健品出产于欧洲经药品生产质量管理规范认证的工厂，以满足消费者需求
- 2 **标准化提取**：符合药品生产质量管理规范以及/或者国际标准化组织规定的提取工艺，生产高品质、纯净、放心产品
- 3 **拥有并开发独特的给药方式**：创新采购及许可，以及认证的给药平台，包括药片和舌下含服，以提高吸收率和生物药效率
- 4 **销售渠道**：将不通过网络销售，但会在注册资料完整的卫生医疗机构注册
- 5 **临床试验**：进行小规模临床试验以获取科学数据
- 6 **知识产权**：保护整个价值链上知识产权



大麻实业公司



大麻婁塲優劬是克雷索制药有限公司旗下的一个部门, **目前存在收益**

- 麻实业公司已有超过3年的运营和盈利史。目前在斯洛伐克经营大麻种植和外包的大麻二酚提取物, 以及大麻二酚产品销售业务
- 目前公司的大麻种子产品需求量广泛, 成为受消费者青睐的“超级食品”
- 在12月完成了将大麻蛋白第二次运送至斯洛伐克一家最大的西饼店Pekárne Liptovský Hrádok, s.r.o. (PLH)。该西饼店使用大麻实业公司提供的蛋白, 制作数种优质蛋白能量棒, 并在知名连锁超市销售。



大麻实业公司运营概述



目前，大麻实业公司把大麻二酚制品销售到欧洲市场。克雷索制药公司将进军大麻二酚产品已经合法化的其他市场

种植经营

- 大麻实业公司在斯洛伐克种植工业用大麻
- 大麻将在认证的有机田地中被种植
- 种植后，大麻的花朵会被收割并用专业机器烘干
- 干燥的大麻被真空包装进小袋中，便于运输

提取

- 被收割和烘干的花朵被运送至Hemp M&S OG公司（根据斯洛伐克法律，这是一家独立的公司）
- 分离花朵上的剩余种子，使用二氧化碳流体提取技术进行提取
- 最大程度上使用天然方式提取，与有机、优质的食用油混合，增强口感

成品

- 最终产品需要通过疗效和食品质量的测试
- 产品之后被包装、贴标签，准备直接或通过分销商进行销售
- 目前成品有2种，分别是：
 - 大麻二酚制品滴剂-5% 大麻二酚 >0.19%四氢大麻酚
 - 大麻二酚制品滴剂-3.1% 和 1.9%大麻二酚0.19%四氢大麻酚

大麻实业公司正在生产中的产品

大麻婁塢偃劬樺噴瑯黏鵠畛黏厘峇研躑12种

大麻实业公司计划生产制造超过12种不同的产品，进一步提高已由销售下述产品带来的现有收益。

现有产品包括：

- 大麻子油
- 大麻二酚滴剂

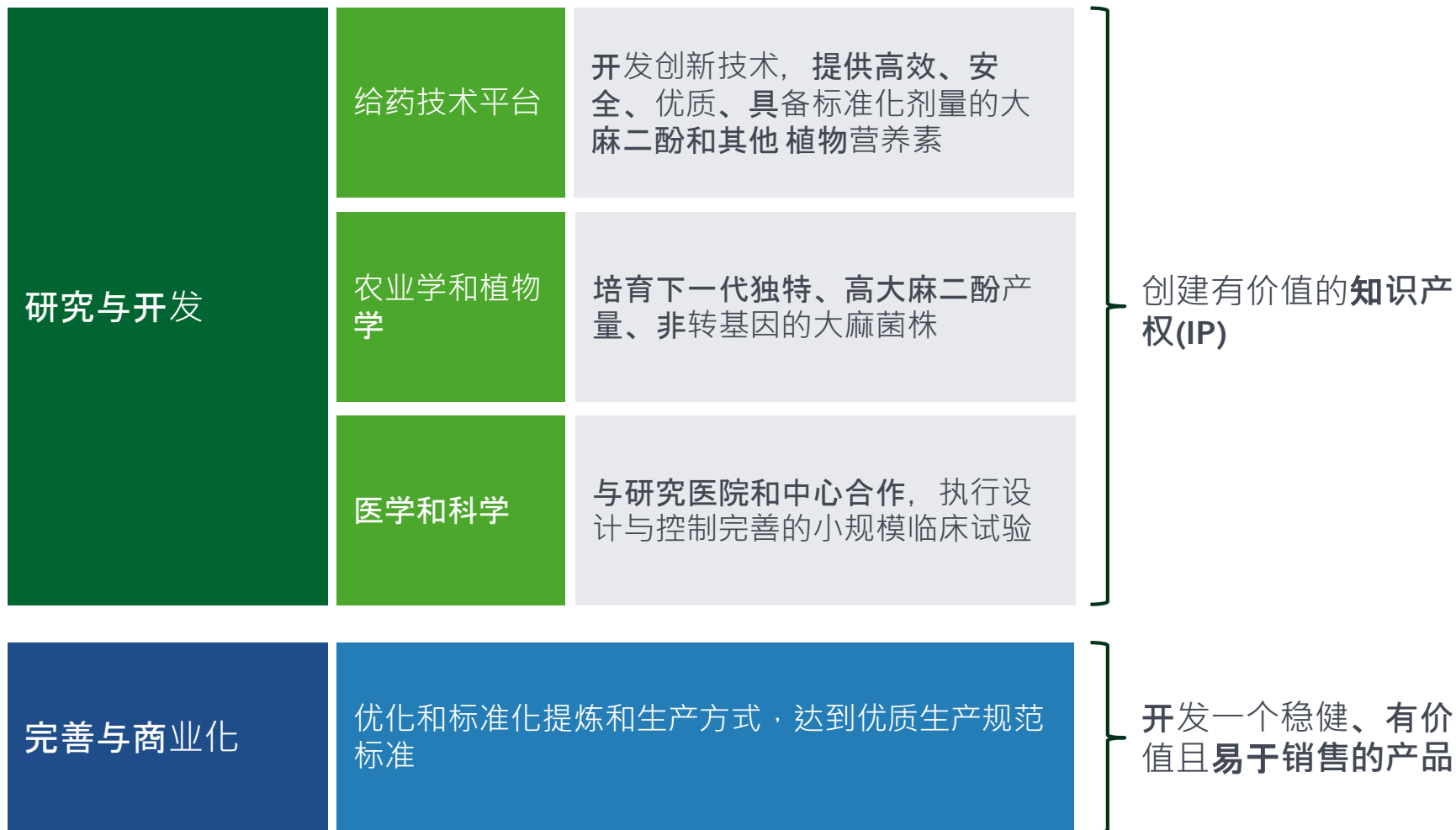


大麻实业公司产品



能量棒
实物如图

商业模式



知识产权(IP)

对任何一家生物制药公司而言，**知识产权是创造价值最大化的关键。克雷索的工作将达到行业监管者和生物制药产业的预期。**

克雷索的知识产权战略

长期战略整合全球行业评定，**帮助识别利益和商机。例如：特许权协议和版权安排。**

知识产权组合将与克雷索的商业活动相关：

- 克雷索的配方
- 克雷索的给药平台
- 大麻提取物的治疗效用
- 专有技术和商业机密

知识产权战略的成功

克雷索的成功将取决于以下能力：

- **保护克雷索潜在产品、技术和专有知识的所有权不受他人侵犯**
- **公司运营时不侵犯他人所有权**

未来的12个月



与北美领先生物制药公司
签订开发和商业化协议

2017年第2季度



投放首批针对马的动物
保健品



投放首批针对狗的动物
保健品

2017年第3季度



投放一代应用INNutri给
药技术，对抗人类焦虑
和压力的营养保健品



投放二代应用Domaco口
腔吸收给药技术，对抗
人类焦虑和压力的营养
保健品



投放应用Domaco给药技
术，针对马和狗的动物
保健品

2018年

投资概要



快速增长的市场

- 越来越多的科学证据表明以大麻为基础的治疗效果
- 现有市场正在扩大；新的市场正在开启
- 越来越多的国家正放宽对药用大麻的限制

消费者需求增长



强有力的执行部门

- 投资者在该领域的兴趣强烈
- 超过50家公司的主营业务是合法的大麻业务
- 该产业处于初期阶段，具有巨大增长空间

销售收益显著



“黄金标准”

- 克雷索将制药业的活力和专业带进医用大麻市场
- 已准备好成为医用大麻领域的“黄金标准”

行业领导力



可靠的商业模式

- 已产生收益
- 来自于人类和宠物健康市场的多重收益
- 大麻二酚提取物和给药的最佳方式
- 已具备供应全球销售的资源

公司回报显著

联系方式

更多信息请联系：

克雷索制药有限公司

电话：+61 8 6381 0054

Sanston Securities

公司顾问

电话: +61 3 8530 3433

EverBlu资本 公司

公司顾问

电话：+61 2 8249 0011

米拉多公司

(Mirador Corporate)

行政秘书处