

**ASX Announcement** 

28 June 2017

#### Market update on product launches

**Creso Pharma Limited** (ASX:CPH, the "Company") is pleased to release an updated investor presentation which provides further information on the Company's upcoming product launches.

Creso Pharma remains on track to launch its CannaQix® human health nutraceutical product in the area of anxiety and stress in Q1/Q2 2018 and line extensions in the area of bone metabolism in Q2 2019.

The launch of anibiodiol®2.5 and anibiodiol®80, the proprietary formulated hemp-based complementary feed products for companion and zoo animals also remains on target for 2017.

Creso Pharma will be presenting to investors in Sydney today.

-ENDS-

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#### **About Creso Pharma**

Creso Pharma brings pharmaceutical expertise and methodological rigour to the world of medical cannabis and strives for the highest quality in its products. It is the leader in cannabidiol (CBD) innovation and develops cannabis- and hemp-derived therapeutic-grade CBD nutraceuticals and medical cannabis products with wide patient reach for human and animal health. Creso uses GMP development and manufacturing standards for its products as a reference of quality excellence with initial product registrations in Switzerland. It has worldwide rights for a number of unique and proprietary innovative delivery technologies which enhance the bioavailability and absorption of cannabinoids.



Pioneers bringing pharmaceutical industry expertise to the world of medicinal cannabis

Dr. Miri Halperin Wernli, CEO

Mr. David Russell, COO

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## Creso Pharma Ltd: ASX:CPH





### CEO Headquartered in Zug, Switzerland COO based in Sydney, Australia

Global development and commercialization of pharmaceutical grade cannabis and hemp derived therapeutic products using innovative delivery technologies

IPO Oct 2016	\$m	Oversubscribed	
Capital Raising Mar 2017	\$m	Oversubscribed	
Market Cap @ 51.5 cents*	\$m	45.5m	
Cash at Hand	\$m	~10m	
Enterprise value	\$m	~35.5m	
Shares on Issue	no.	88.3m	
Top 20 shareholders	%	51.1%	
Escrowed Shares	No.	15.6m (29.9% of Shares On Issue)	

- 1) GMP sourcing only
- 2) Standardised full-plant extraction
- 3) Owning unique delivery methods
- 4) Quality sales & distribution channels
- 5) Clinical Trials in human and animal health
- 6) IP development across the value chain

\*As At June 26

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#### **Creso Pharma Ltd**

### A Nascent Industry in Need of Expertise



- The medicinal cannabis industry is in its infancy and dominated by small players with minimal understanding of what is required to comply with emerging regulations
- This has led to questionable quality due to the lack of standardization 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
significant
pharmaceutical
industry expertise
and rigor to the
world of medicinal
cannabis

### Creso Pharma Ltd Mission

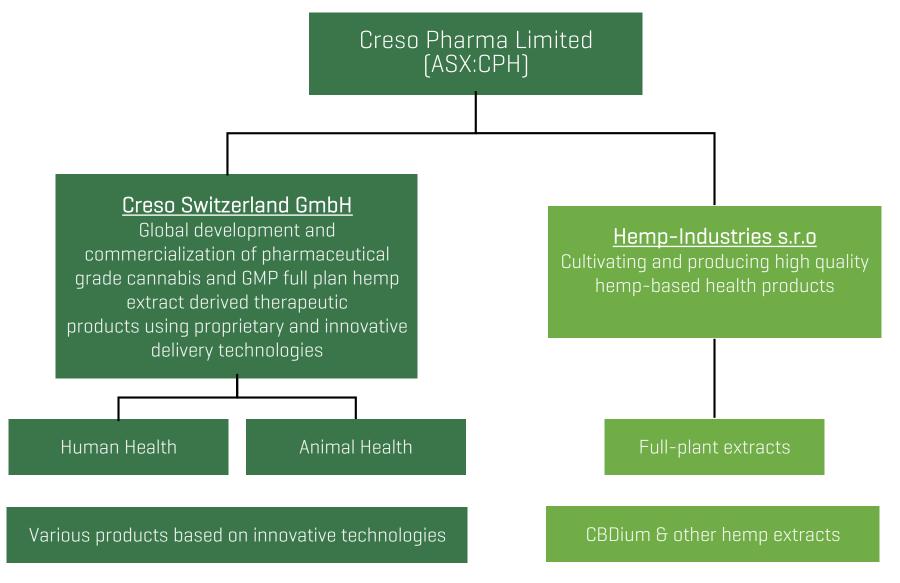


Creso Pharma brings pharmaceutical expertise and methodological rigor to the world of medical cannabis and strives for the highest quality in its products.

Creso Pharma is the leader in cannabidiol (CBD) innovation and develops cannabis and full plant hemp-derived therapeutic grade CBD nutraceuticals and medical cannabis products with wide patient reach for human and animal health.

## Creso Pharma Ltd Two Distinct Divisions





## Creso Pharma Ltd Board of Directors





Dr. Miri Halperin Wernli CEO & Co-Founder

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.



Boaz Wachtel Chairman & Co-Founder

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



Adam Blumenthal Non-Executive Director & Co-Founder

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.



Dr. James
Ellingford
Non-Executive Director

Dr. Ellingford's professional life culminated in being President of an international publicly listed hilling dollar husiness 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.

## Creso Pharma Ltd Commercial and Market Access Advisors





David Russell Chief Operating Officer

Mr. Russell has more than 25 years' experience within the pharmaceutical and biotech industry with a number of leading global companies including Roche, Actelion, Celgene and Novogen. In particular, he has been responsible for building, leading and growing commercial teams and product launches in China, Australia and Asia in a number of therapeutic areas.



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.



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.

## Creso Pharma Ltd Scientific 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.



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.

## Creso Pharma Ltd Milestones Achieved Since IPO





Binding LOI to develop and commercialise Creso's innovative cannabidiol (CBD)-rich hemp-derived nutraceutical products for the global pet care market

Nov

2016

Creso and Greveling Holding BV register cannabidiol oil in the European Feed Material Register

Jan

2017

Health House
International granted a
federal import licence
following the Federal
Government's
authorisation of the
importation of medical
cannabis from
international sources

Feb

2017

Creso broadens
product pipeline
through binding LOI
with Domaco to
develop and
commercialise two
new human and one
new animal health
nutraceutical
products

Mar

2017

Creso signs LOI
with LeafCann to
expand Creso's
Australian
cultivation and
product
development

May

2017



Oct

2016

Nov 2016 Feb 2017

Mar 2017

May 2017

Jun 2017

Hemp-Industries
First distribution
agreement to sell
CBDium, initially in the
Czech Republic

Marketing LOI with Canada's CanniMed for EU market

Australian LOI with pharmaceutical group Health House International Pty Ltd relating to the import and sale of Canadian cannabis products in

the Australian market

Prof. Dr. med Felix Gutzwiller appointed to Creso's Scientific Advisory Board

1<sup>st</sup> Importation of medicinal cannabis in Australia

LOI with
Cannapharm
AG (Switz.) for
exclusive
medicinal
cannabis
AU/NZ/CN and
LATAM

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## Creso Pharma Ltd Investment Proposition





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



Near-term revenues
Product launches in
the EU of animal
(2017) and human
(2018) products



Growing market
opportunity with six
plus 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 trajectory



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

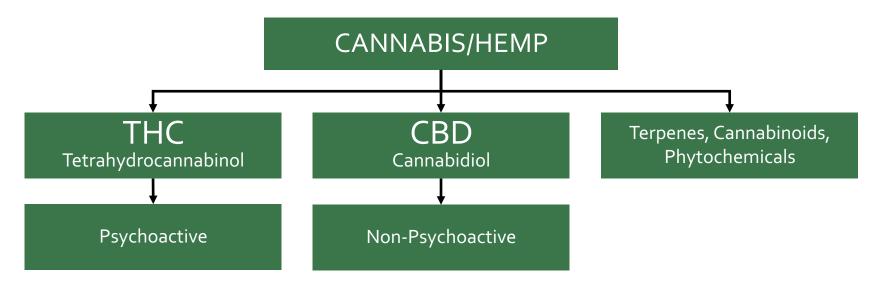


## Why Cannabis?

#### **Creso Pharma Ltd**

### Tetrahydrocannabinol & Cannabidiol





1.

#### Therapeutic benefits

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

2.

### Potential therapeutic benefits for:

- Anxiety/Stress Disorders
- Metabolic: Diabetes
- Neuro inflammation
- Neurological: Epilepsy
- Schizophrenia

3.

#### For companion animals:

 Initial clinical evidence suggest that CBD based products may have antiinflammatory effects, may stimulate and regulate appetite, and may modulate anxiety and pain – without psychoactive effects

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## Creso Pharma Ltd Entourage Effect: Full Plant Extracts



# Creso only uses full 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>1</sup>"

### Think: Soloist vs. Symphony or Grape vs. Wine

Natural Poly Molecule

Over 500 natural Compounds

Over 100 Cannabinoids

Synergistic Interactions

Enhanced absorption vs. isolates

Terpene assistance

Anti-Bacterial Properties Preserved

**Full Plant Extract** 



**Full Plant Effect** 

Able to affect multiple Targets

Enhanced Efficacy vs. Single Molecule

Wider Therapeutic Window

Modulation between THC and CBD

Flavonoids Phytochemicals

Proportional Response to Dose

Essential Oils

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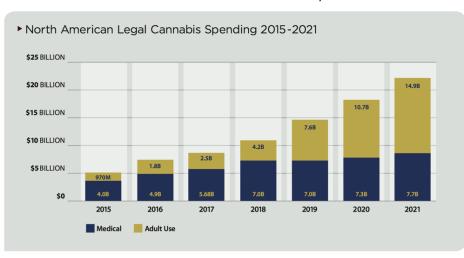
## Market Potential

## Creso Pharma Ltd Market Potential

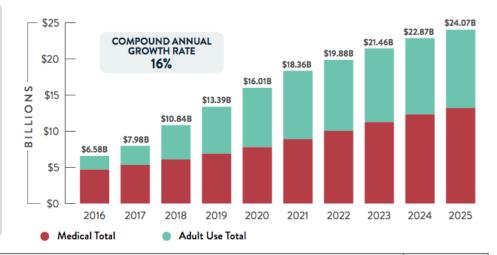


- Australia: No credible data exists for Australian potential but figures of ~150m are reasonable
- Global: Sales now exceeding \$7 billion and growing fast
- **US**: A 3 million-patient market opportunity (More than 700K patients have already been prescribed) and adult use/recreational cannabis is coming on-line in several states
- Canada: Estimated at \$144 million in 2014, rising to \$380 million by 2018, to \$1.3 billion in the next 10 years as adult use is established
- Europe: Vast unmet demand. Small quantities usually imported from Holland's only national medical-grade cannabis (MGC) program supplier Bedrocan.

#### ArcView & BDS Analytics



#### New Frontier Analytics



## Growth in Human Health Markets





#### Nutraceuticals are a multibillion dollar industry

- Reached \$217 billion in 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

#Euromonitor, VDS Trends 2017. US\$

#### **Creso Pharma Ltd**

### Ability to Fulfil the Unmet Market Need



#### The market for nutraceutical cannabinoids is still untapped

1

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



**Lack of efficacious delivery systems** to ensure sufficiently high bioavailability



Lack of seasoned pharmaceutical executives to develop products and launch brands in this area



## The Creso Advantage

## Creso Pharma Ltd A Portfolio Approach











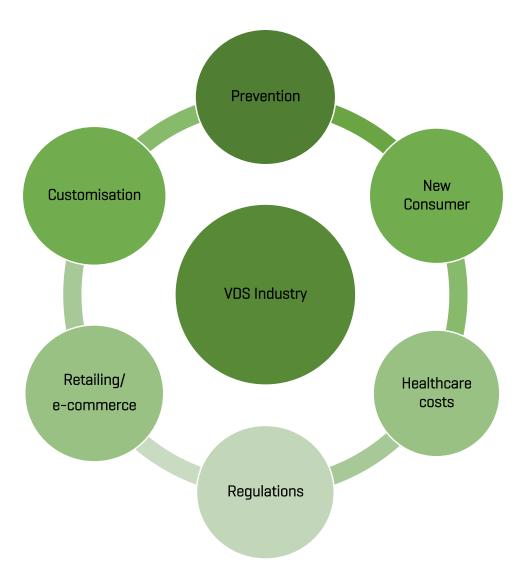




## Euromonitor, 2017 Global Forces: Vitamin and Dietary Supplements (VDS) Major Consumer Trends Driving Demand

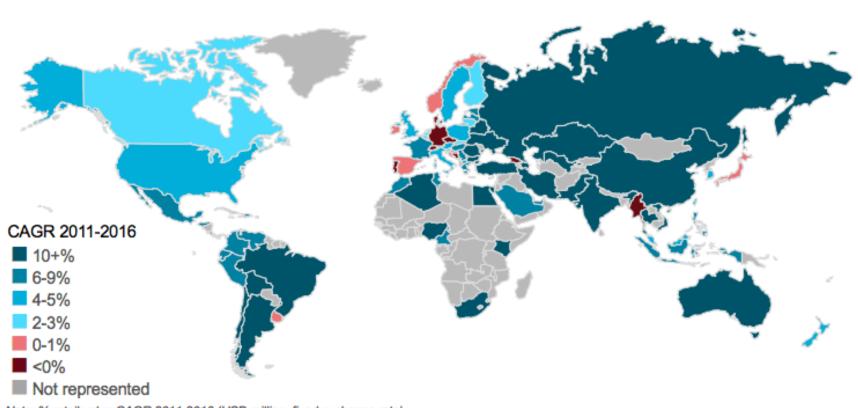


- Consumers looking towards prevention
- More mobile and informed consumers
- Rising health costs and insurance
- More regulated claims and quality
- E-commerce sales are growing
- VDS Technology becoming personalised



## **Euromonitor, 2017 Global Forces: Vitamin and Dietary Supplements (VDS)**Creso Plans LATAM and APAC for SwissVit®



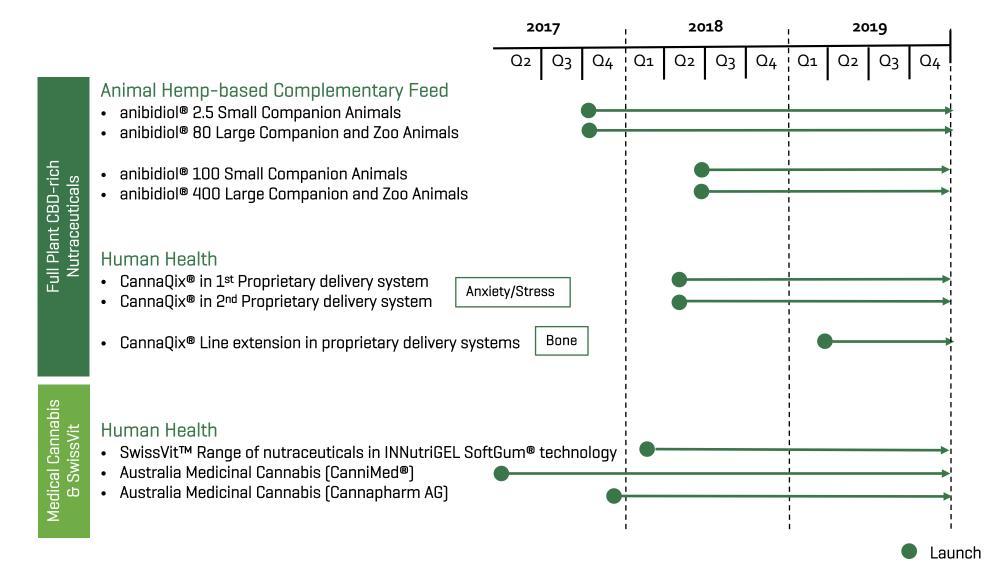


Note: % retail value CAGR 2011-2016 (USD million, fixed exchange rate).

#### **Creso Pharma**

### In-Line Product Pipeline: Brands





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#### Creso Pharma Ltd

### Companion and Zoo Animal Health: Positioning



### Creso has 4 Hemp-based Complementary Feed Products for Small Companion Animals and Large Companion and Zoo Animals

#### Launch planned for Q4 2017 and Q1 2018

anibidiol® 2.5 and anibidiol® 80 are aimed at small companion animals (e.g. dogs) and at large companion animals and zoo animals - mainly targeting stress and behavioural problems, chronic pain (mainly arthritis), and aches of senior aging animals

anibidiol® 100 and anibidiol® 400 are aimed at small companion animals (e.g. dogs) and at large companion animals and zoo animals mainly targeting stress and behavioural problems, chronic pain (mainly arthritis), and aging aches of senior aging animals

- Globally 33% of households have a dog and consider them part of the family<sup>1</sup>
- 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%)



## Creso Pharma Ltd Canna Qix®





- Hemp-based nutraceutical targeting stress and mental focus
- Stimulates psychological performance to reduce stress, and enhance mental focus and overall health
- In proprietary delivery technologies enhancing bioavailability and absorption
- Reliable & safe, non-euphoric, non-addictive
- Strong scientific rationale to back the introduction on the market
- Product Launch Q1 2018 following regulatory clearance and market authorization



## Creso Pharma Ltd Swiss Vit for LATAM and APAC







#### Ingredients

Glucose synup, sugar, modified starch, water, vitamin and mare lomposition (A. O.S. E. B.L. B.S. folic soid, BI.2. C. selenium and sinc), acidifier joint; acid), acidity regulator (sedium citaria), natural flavour, coscing material (carrau, ba was), colouring foodstuffs (concentrate from radish, apple and blackourran).

#### SoftGums<sup>15</sup>

SaftGums\*\* is a patented product by the Swiss company INVLrtigEL manufactured in Bermany specifically for Dress Swiss Nutrosculosia products. The buccal celebery offers high bloewells bifty and absorption along with a paleable teature suited for all ages. The saisy to Ingest SchtGums\*\* are vegetarian, lactors, gluten free and can be vegan, hallal and kosher. The SoftGums\*\* are also hear resistant to around 70°C and non-stick opening and non-stick opening to other products.

#### GMO-Statu

This product does not fall under the scope of Regulation (EC) No. 1898/2003 on generically modified food and feed nor under the scope of Regulation (EQ) No. 1893/2003 (Incl. their subsequent amendments). Therefore, the product stated above does not require labelling as a GMO, as defined in Regulations above meritained.



#### **Nutritional Values**

Owtomer	109 44 / 21 40 40	
Torsi Fan	9049	
Descripted for	9394	
Non-Corporate	1904	
Depart	4009	
P (Mari	2014	
Sale	0:00 g	
Years and Knew Composition		
When I	400 ye	10%
Visuario 30	Fire	100%
Your I	11 mg	200%
Vision III	1.979	300%
Vicent III	14 mg	300%
SHORE	100 year	100%
Visuario SSD	1510	100%
Viser C	10 mg	300%
Menon	1149	100%
lim	Mary	200%

8	Allergen Information This product does not contain ellergens according to Regulation (EC) No. 1285/2211	
₩	Shelf life 18 months from date of manufacturing	202
**	Storage Score in a cool and dry place	CRESO

- Creso/INNutriGEL Soft Gums™
  - A range of Premium Swiss Nutraceuticals in Patent Protected proprietary technology
  - Buccal delivery for precise dosing, immediate release and increased absorption into the circulation
  - Avoids respiratory irritation or first-pass effect associated with other delivery technologies
  - Easy to ingest, heat resistant, vegan, halal, kosher, gluten and lactose free, palatable

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## Creso Pharma Ltd Medicinal Cannabis: Australia



- Creso Pharma's Australian partner, Health House International, successfully imported the first medicinal cannabis products into Australia in May 2017 following changes to Government legislation
- Import was a range of three cannabis oils for human health from Canadian manufacturer CanniMed
- The oils can be used for a variety of conditions as approved by prescribing physicians under Australian Federal and State laws and regulations to meet immediate need for medicinal cannabis locally
- Products will now be distributed to authorised pharmacies by Health House



## Creso Pharma Ltd Medicinal Cannabis: Australia



- LOI Signed with Cannapharm AG, Switzerland to exclusively distribute the fully GMP Swiss medical cannabis products in selected territories
- Two Forms Tincture and Oil
- THC/CBD
  - 10:20 in the alcohol extraction
  - 10:25 in the hemp oil extraction
- Exclusive Territory: Australia, New Zealand, China, Brazil, Mexico, Chile, Colombia







#### **Creso Pharma Ltd**

### Investigation Stage: Business Development



SwissVit SoftGums® using propriety INNutriGEL patents via distribution agreement in Latin America and under assessment are Australia, China and Asia-Pacific

Local cultivation and product development via the partnership with LeafCann Australia

Clinical Trials under consideration by the Scientific Advisory Board in Anxiety, Stress and Dementia using Swiss GMP CBD/THC products

Terpene based products using formulations unique to Creso and linked to proprietary technologies with global exclusivity

Enter edibles market with proprietary hemp based products

Cosmetics projects "A" and "B" with propriety CBD rich full-plant extracts

#### Creso Pharma Ltd

### A Comprehensive Approach



Creso is developing a nutraceutical approach for both human and vet markets using hemp based full-plant medical grade CBD-rich nutraceutical products which are efficacious, safe, standardized in composition and dose

- 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 and distribution channels: Products and brands will always be registered with local health authorities so diverse commercial channels can be used
- 5. Clinical trials: perform small-scale clinical trials to gain scientific data
- 6. IP: Secure IP across the value chain

## Creso Pharma Ltd Business Model



Delivery Technology Platforms Developing innovative technologies to deliver efficient, safe, quality and standardised doses of CBD and other phyto nutrients

Research & Development

Agronomic & Botanic

Developing the next generation of exceptional, high CBD yielding, non –GMO strains of cannabis.

Medical & Scientific

Conducting well designed, controlled and small scale clinical trials in collaboration with research hospitals and centres. Generate valuable
Intellectual Property

Refinement & Commercialisation

Optimising and standardising extraction and production methods to Good Manufacturing Practice (GMP) standards.

Develop robust brands and marketable products

## Creso Pharma Ltd Near Term Revenues



### Product Development and Launches are in process and on track



Human health Nutraceutical product launches in the EU/CH in 2018

Various GMP Medicinal Cannabis products in Australia by end of 2017

Hemp Industries products organic growth off a small base



## Investment Summary

### Creso Pharma Ltd

### The Next Twelve Months



### Develop Products

### Launch Brands



Assess North American cannabis industry for opportunities



Global product and market development launch readiness

Q2C<u>Y</u>2017



Pioneer Medicinal
Cannabis in Australia
Pre-launch of hempbased Complementary
Feed Products for
Companion and Zoo
Animals in Switzerland
and selected EU in 1st
proprietary delivery
technology



Q3CY2017



Launch of first-generation human health nutraceutical product for anxiety and stress in 1<sup>st</sup> innovative delivery technology



Launch of second-generation human health nutraceutical human health product for anxiety and stress based in 2<sup>nd</sup> innovative delivery technology



Launch of hemp-based Complementary Feed Products for Companion and Zoo Animals in Switzerland and selected EU in 2<sup>nd</sup> proprietary delivery technology

CY2018

### Creso Pharma Ltd Investment Summary





Rapidly Growing Markets

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

Increased Consumer Demand



Strongly Performing Sector

- Investor interest in sector is strong
- 50+ companies with husiness 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 cannahis market
- Company well placed to be the gold standard in cannabis and hemp derived therapeutics

Industry Leadership



Sound Business Model

- Near-term revenues
- 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

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