



bod
australia

INVESTOR PRESENTATION – NOVEMBER 2017

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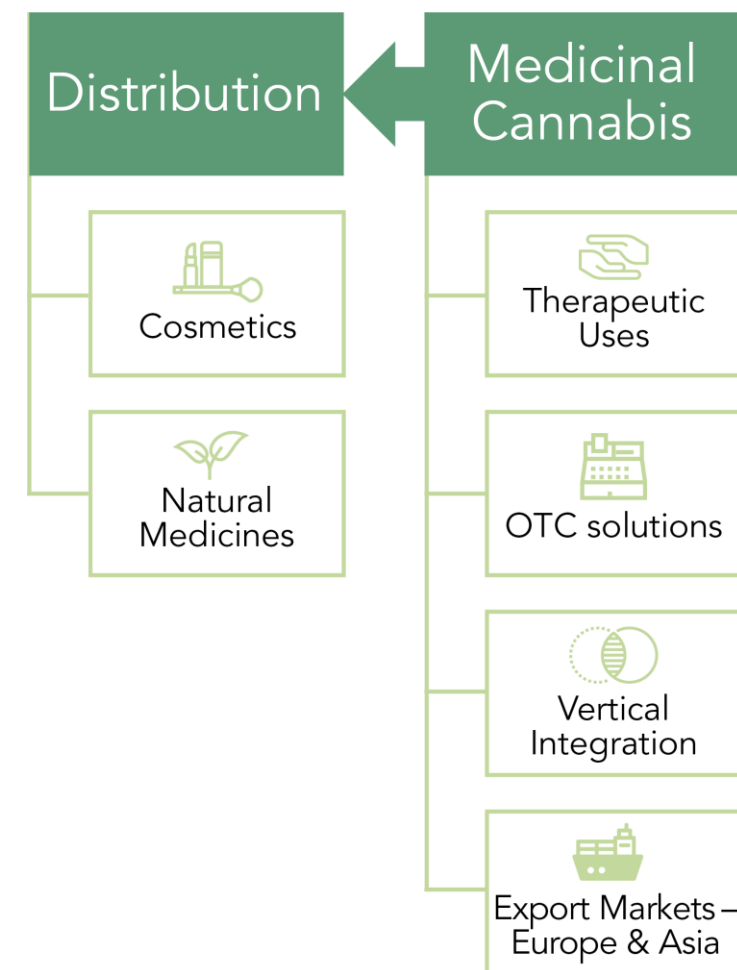
INVESTOR HIGHLIGHTS - TWO INTEGRATED BUSINESS UNITS

DISTRIBUTION BUSINESS

- Distribution business in rapid growth phase establishing a solid footprint in local market
- Expansion from 62 pharmacy “doors” to 762 over last twelve months
- Portfolio of brands positioned in cosmetics and natural medicines growth segments
- Distribution provides platform for revenue growth and access to markets for products both through Pharmacy and Doctors
- Distribution footprint ideally suited for Cannabis based products

CANNABIS BUSINESS

- Building a sustainable multi facet cannabis business with access to European markets through Linnea relationship
- Cannabis Import Licence pending
- Other licences to be applied to access other verticals
- Developing a local business focussed on R&D with commercialisation of OTC and therapeutic products
 - OTC – Near term formulation of cosmetics based products through Linnea partnership
 - Therapeutic – Phase I clinical trials set to commence near term



DISTRIBUTION

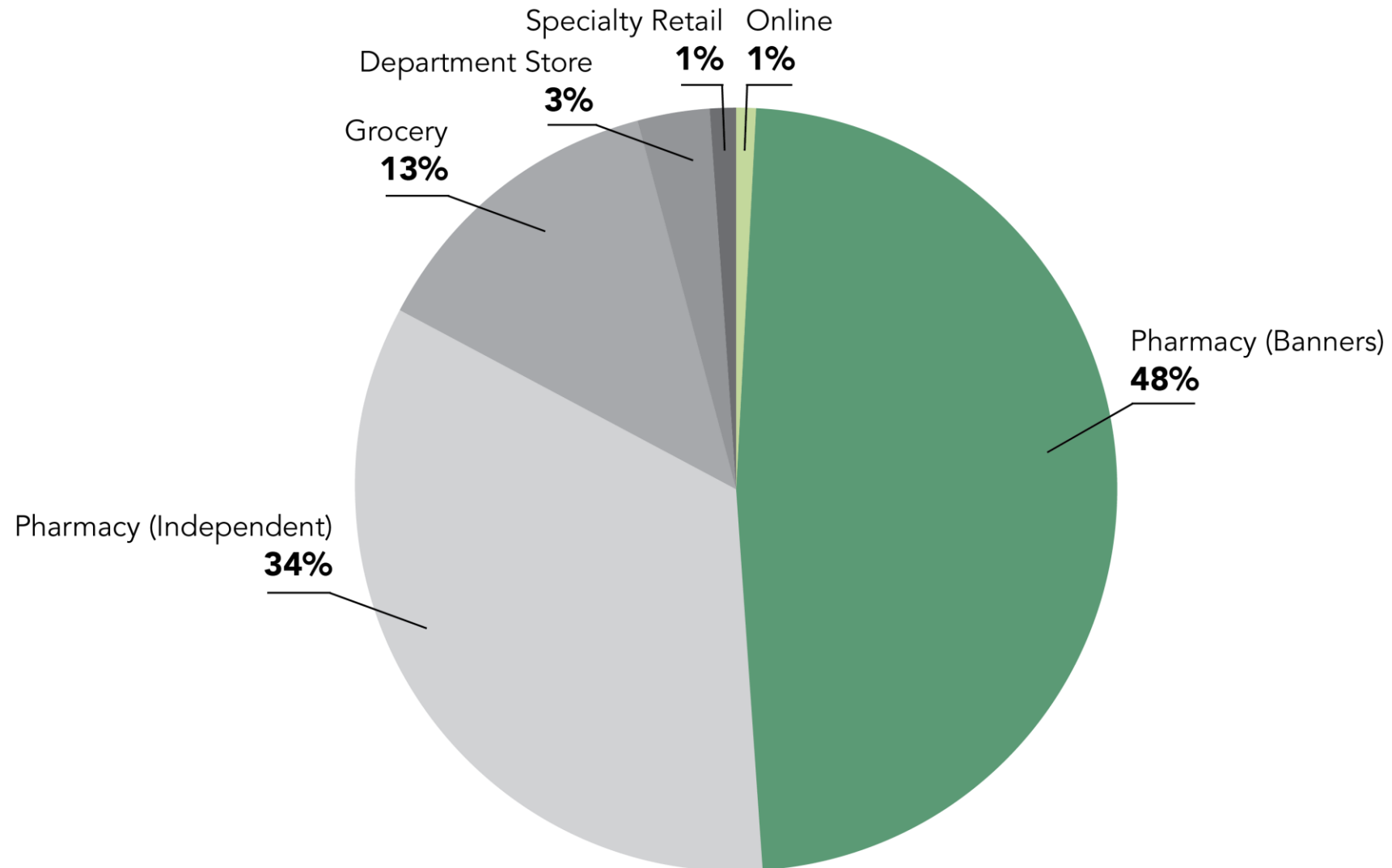


Revenue
generating,
platform to
access markets.

ESTABLISHED FOOTPRINT AND CHANNELS TO MARKET

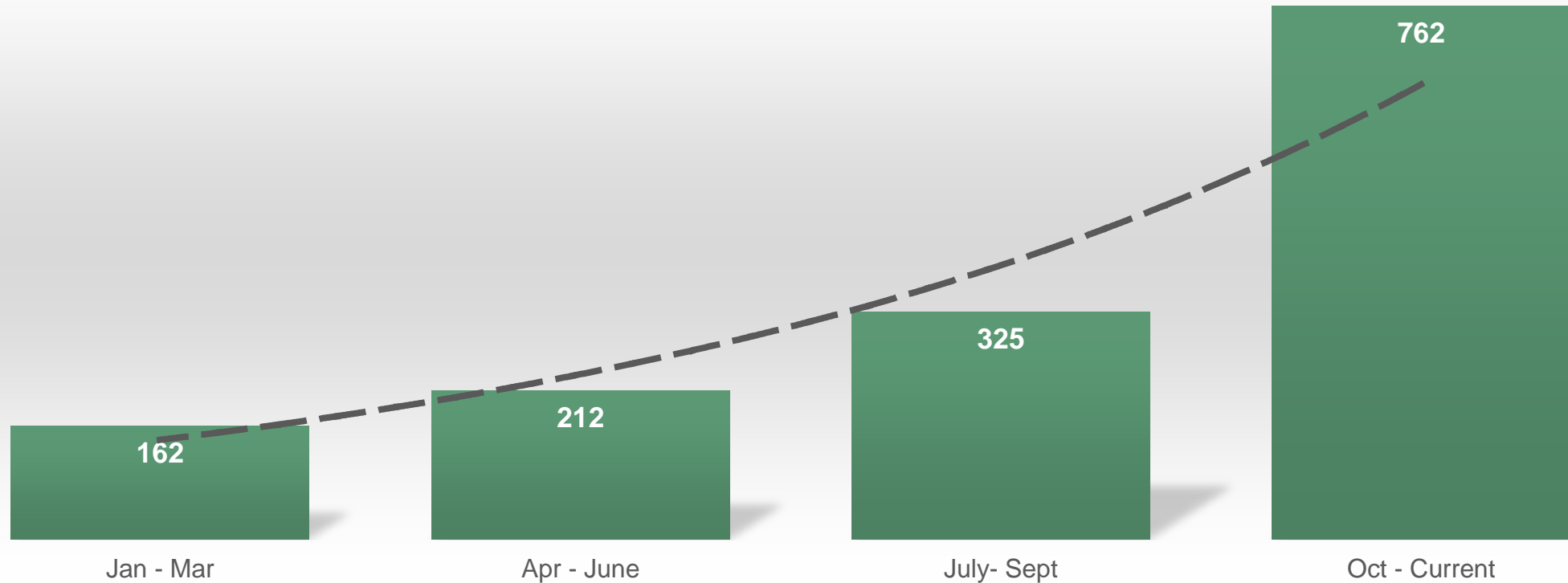


DISTRIBUTION FOOTPRINT ACROSS CHANNELS



TOTAL DOORS CUMULATIVE

- Good progress in growing distribution with current product range
- Ongoing expansion of product range will help grow distribution doors and increase revenues/door



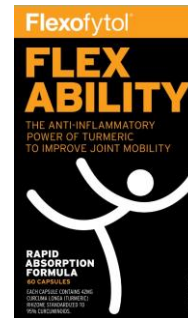
By Quarter 2017

CURRENT PRODUCT PORTFOLIO

- Now representing 7 brands and over 30 SKU's
- Average margin across the business is currently 56%



Jan 2017



July 2017



Dec 2017

NEW PRODUCT LINE UP – 2018 COSMETICS AND NATURAL MEDICINES



Sedistress® 200
coated tablets

MamaCare

Enterofytol®

Antimetil®

Nasafytol®

Jan 2018

July 2018

Dec 2018

DISTRIBUTION SUMMARY - NEAR TERM BUSINESS STRATEGY

Accelerate Distribution

- Grow established retail distribution network
- Increase footprint through Pharmacy channel with new banner groups
- Grow additional channels, including travel, and e-commerce
- International expansion with key Daigou relationships

Sales growth

- Continue to build sales through existing stockists
- Sales still to be realized from new products added
- Increase number of products (SKU's) under each brand
- New established e-commerce platforms
- Expand brands represented
- Growth through revenue accretive distribution agreements

Complementary product lines

- Identify and develop natural medicine opportunities
- Identify and develop additional skincare brands with our retail partners
- Moving in to additional verticals
- Leverage opportunities from the exclusive arrangement with Tilman
- Evidence based and natural ingredients are our key differentiators

MEDICINAL CANNABIS

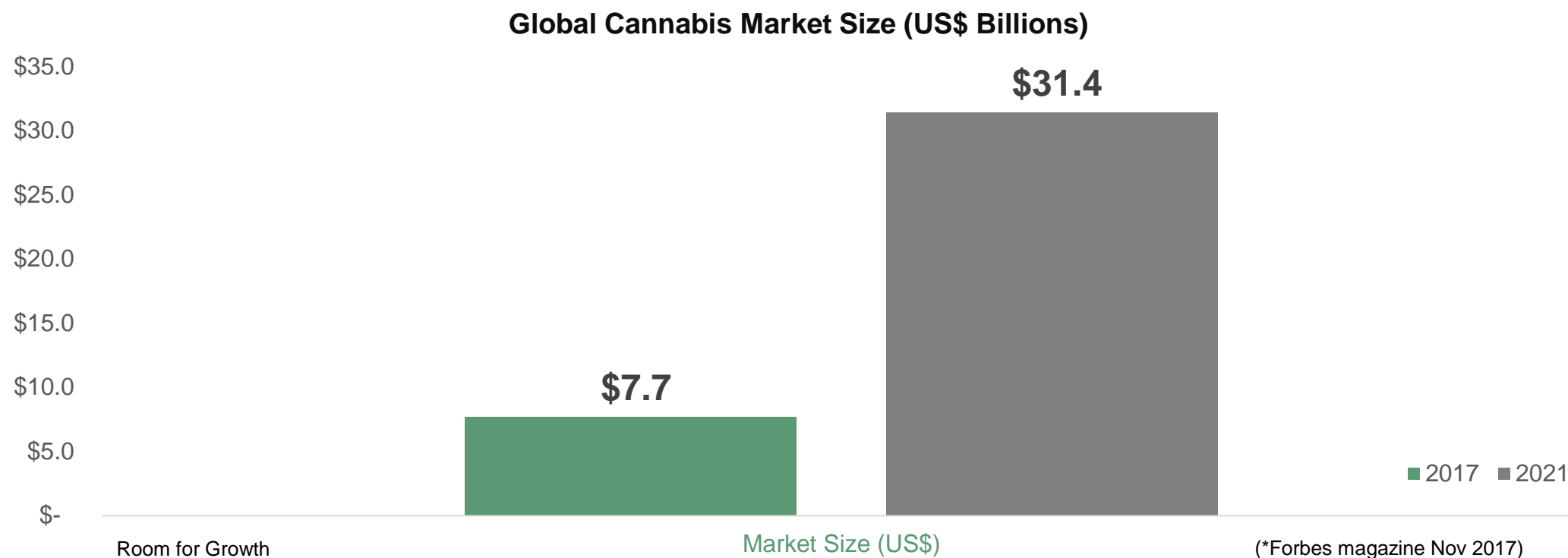
BOD is an early mover in Government regulated import licensing and product trials/development.



A partnership
with global
players.

GLOBAL CANNABIS MARKET SIZE

- Cannabis Market expected to expand to US\$31.4B* by 2021
- Driven by legalisation in Canada, Latin America and Europe
- Expected CAGR of 60%*



CANNABIS STRATEGY

Building a multi-faceted cannabis business

Leveraging strategic partnerships with global players to develop and distribute products for OTC topical applications and therapeutic purposes

Import Licence and Permission to Import

Licence to import pending

Schedule 8 Storage Facility in place

Partnerships with academic institutions

Partnership with a large pharmaceutical contract manufacturer

Exploring opportunities to cultivate and grow utilising Linnea's expertise

Research & Development

Clinical trial design complete for therapeutic uses

Dose ranging complete

Utilising a patented delivery method: increase efficiency of drug absorption

Continued product development and formulation

Commercialisation

Diversified revenue streams

OTC: both topical and supplement base

Therapeutic uses

Bod to access the domestic and international markets

Leveraging existing distribution platform

FIRST CANNABIS STRATEGIC RELATIONSHIP

Linnea Advantage – unique among global producers

Linnea Extract Advantage – phytocomplex extract

- Only reproducible Phytocomplex extract globally ensures greater certainty in the outcome
- GAP and GMP manufacturing specifically bred to strict characteristics
- Standardised & Reproducible low THC (<0.01%) phytocomplex profile – Unique amongst producers
- Extract ONLY from inflorescence of female Sativa plants
- Proprietary solvent extraction
- Consistent profile allows for clinical trial development via reliability of hypothesised results
- Available in oil, aqueous and powdered forms and CBD concentrations of 0.5-40%
- Access to NioSkin – a unique delivery method and combines a cannabis extract in cosmetic based applications
- Standardised reproducible extract gives doctors and patients confidence in the end product
- BDA retains full ownership and commercialisation of end products in agreed markets

OTC COMMERCIALISATION UTILISING NIOSKIN™

- Bod is conducting research and development in to its cannabis-based skincare products
- Plans to begin commercialising and distributing the products to consumers during 2018.
- Intended that products will be developed and manufactured at facilities in Italy, and exported to numerous major markets beyond Australia, including Asia and Americas.
- Products to be sold directly and wholesaled to third-party clients on a white-label basis.
- White labelling will allow Bod to tap into lucrative skincare markets such as China, which grew to A\$33 billion in 2016¹ and is predicted to become the world's largest cosmetics market by Morgan Stanley

Advantages:

- Easy to formulate – introduction of water or liquid phase of emulsion
- Direct use in cold phase
- Self-preserved
- Soluble in water and dispersible in lipid
- Stable at wide range of pH levels
- Solvent free

Applications – multitude of face and body solutions based on:

- Serums, day base creams and hand creams
- Facial masks
- Beauty water
- Eye care serum
- BB creams

THERAPEUTIC COMMERCIALISATION - CLINICAL TRIAL PROGRAM

Consistent extract = stable clinical trial substrate

- Administration via patented sublingual wafer
- Phase 1 Pharmacokinetic trial designed and partner confirmed
- First Patient First Visit - April 2018
- 3 month duration (reduced from the original 10 mths)
- Following initial results move to Phase II
- Post Chemotherapy induced nausea and vomiting, Epilepsy, Multiple Sclerosis

Recruit Clinical Manager



Literature Review



Establish Dosing profile



Select & Approve Vendors



Gain Import Authorisation

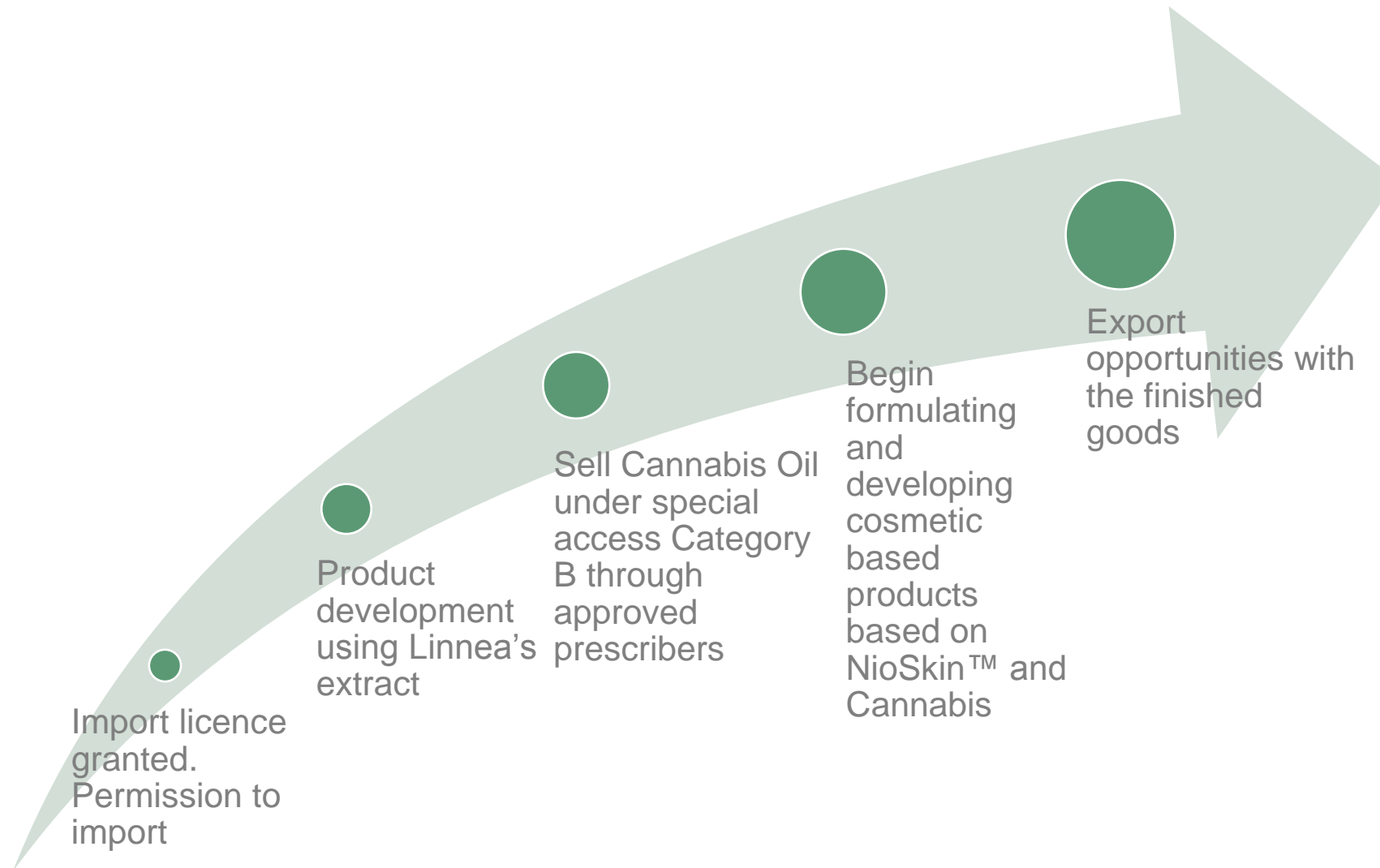
Formulate Trial Product

Ethics Approval

First Patient 1st Visit

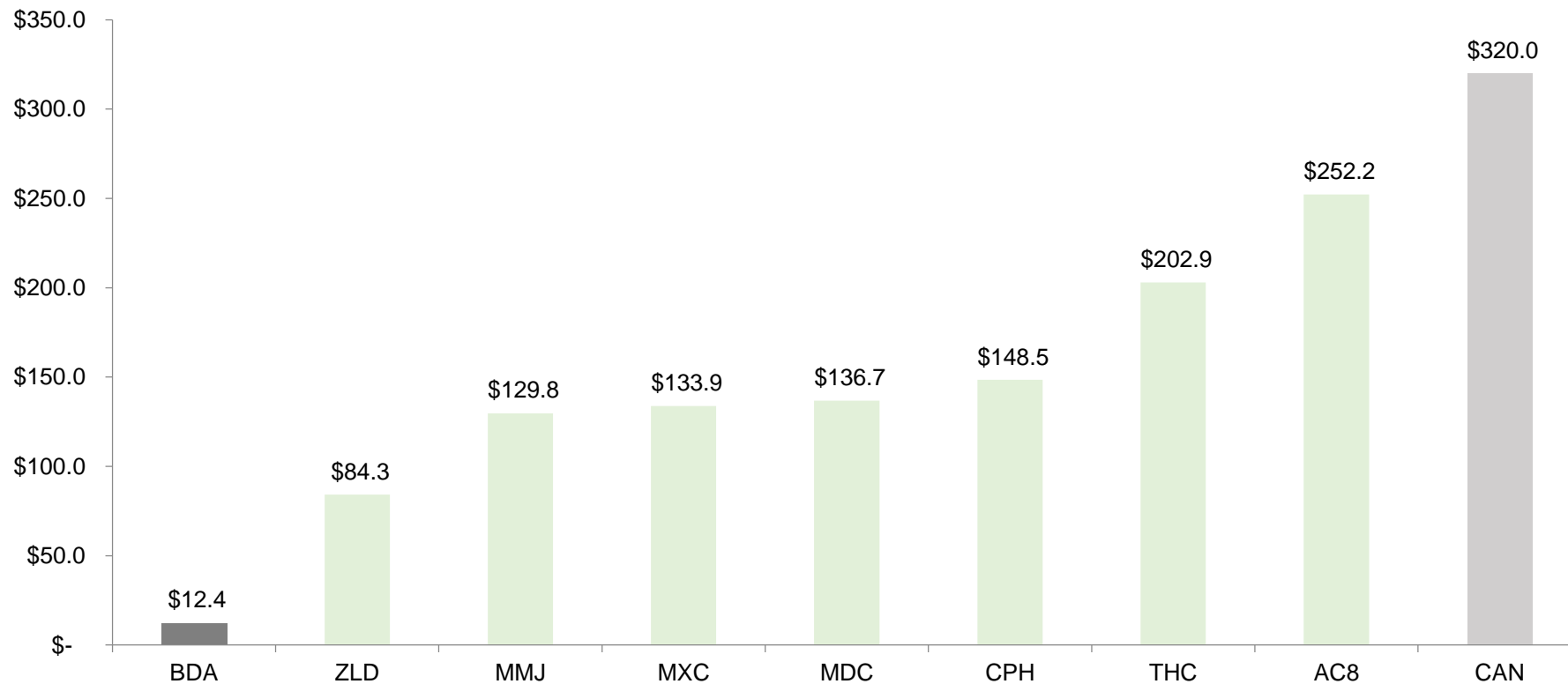
Trial Results

NEAR TERM MILESTONES



ASX LISTED COMPANIES - CANNABIS MARKET

Comparisons of listed medicinal cannabis players



**Fully Diluted Market capitalisation (incl options/performance rights) as at 22 November 2017*

CANNABIS MARKET COMPARISONS

Company	Indicative Market Capitalisation*	Good Agriculture Practice (GAP)	Good Manufacturing Practice (GMP)	Patented Delivery System	Consistent phytocomplex profile	Clinical Trial Program	Finished products
AusCann Group Limited	\$252.2m	✓	✓				
The Hydroponics Group	\$202.9m		✓				✓
Creso Pharma Limited	\$148.5m		✓	✓			
Medlab Clinical Limited	\$136.7m		✓	✓			✓
MGC Pharmaceuticals Limited	\$133.9m		✓			✓	✓
MMJ Phytotech Limited	\$129.8m		✓			✓	
MGC Pharmaceuticals Limited	\$133.9m		✓			✓	✓
Zelda Therapeutics	\$84.3m		✓				
Bod Australia Limited	\$12.4m	✓	✓	✓	✓	✓	✓

** Fully Diluted Market capitalisation (incl options/performance rights) as at 22 November 2017*

CORPORATE SNAPSHOT

OVERVIEW

ASX code	BDA
Shares on issue (fully diluted)	46.0m
Market capitalisation at \$0.22 per share	~\$10.1m
Cash at bank (as at 31 September 2017)	~\$2.3m
Debt	Nil
Options on issue	10.4m
52 week high - low	0.35 – 0.09

BOARD & MANAGEMENT

Chief Executive Officer	Jo Patterson
Chief Operating Officer	Craig Weller
Independent Chairman	Simon O'Loughlin
Non-Executive Director	Simon Taylor
Non-Executive Director	Mickey Perret
Head of Sales	John Gilder

Major shareholders:

% Total Holding

Jo Patterson	12.4%
Noir Ted Pty Ltd (Craig Weller)	10.9%
Citicorp Nominees	4.6%
AWJ Family Pty Ltd	4.1%
GP Securities Ltd	3.5%
J P Morgan Nominees Australia Pty Ltd	3.4%
Calama Holdings Pty Ltd	3.3%



Thank you

Jo Patterson – Chief Executive Officer
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ASX:BDA



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MEDICINAL CANNABIS BOARD – APPENDIX 1

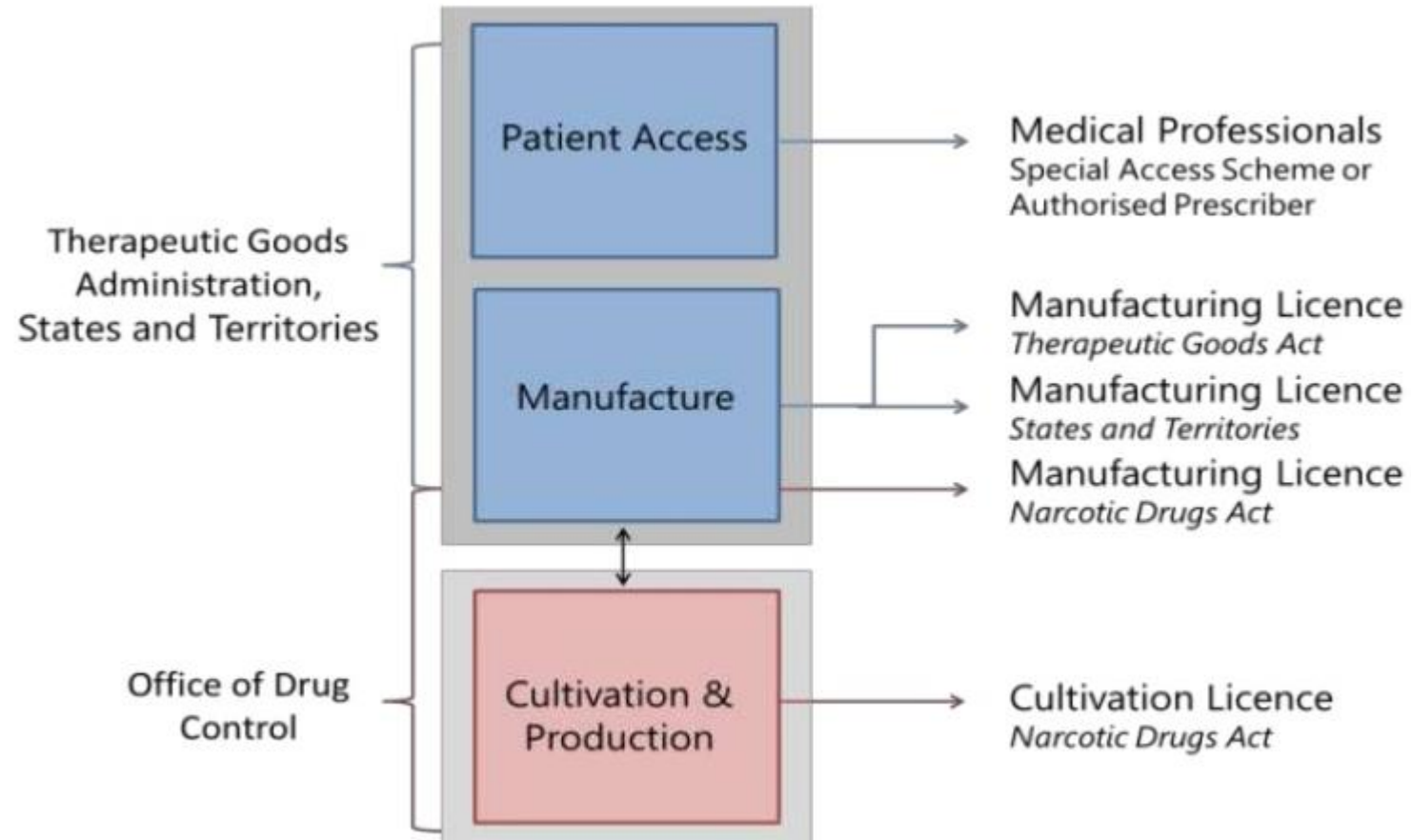
Name:	Background:
Ms Jo Patterson	<ul style="list-style-type: none"> ▪ Marketing and business executive with international experience and over 20 years' experience ▪ Demonstrated business acumen, evidenced in success of start-ups and driving established businesses towards growth ▪ Winner – Sydney Business Review Business Woman of the Year
Mr Mickey Perret	<ul style="list-style-type: none"> ▪ Five-year cannabis production experience in North America ▪ Previous holder of multiple board roles ▪ Strong investor relationships in Australia and North America
Mr Craig Weller	<ul style="list-style-type: none"> ▪ 20 years' sales and marketing experience in pharma and natural medicines ▪ Extensive experience in Asia with Greenfield roles in Asia
Mr Nick Burgess	<ul style="list-style-type: none"> ▪ Herbal consultant – expert with over 35 years' experience in extract specificity and the herbal medicine industry ▪ Expert in government regulations of natural medicines and member of the Complementary Medicines Evaluation Committee (TGA) ▪ Holds a masters degree in Herbal Medicine
Assoc Prof Stella Valezuela	<ul style="list-style-type: none"> ▪ PhD in Molecular Biology and immunology ▪ Academic researcher with extensive experience in research and management roles ▪ First to identify novel protein CLIC1 – numerous applications in skincare
Dr Adele Hosseini	<ul style="list-style-type: none"> ▪ 17 years' experience in pharma and currently Head of Scientific and Clinical Affairs ▪ Will oversee direction, execution and oversight of Bod's clinical trial program

DRIVING INNOVATION WITH BIOTECHNOLOGY

Collaboration with UTS

- 3 year collaboration with University of Technology Sydney, School of Life Sciences
- Working with Assoc. Professor Stella M Valenzuela, PhD- Discoverer CLIC proteins
- Looking into how novel CLIC proteins may assist in transporting cannabinoid compounds across skin membranes
- Aim: Develop commercial model & products for cannabis skincare range

OVERVIEW OF CLINICAL EVIDENCE AND ACCESS FOR MEDICINAL CANNABIS PRODUCTS

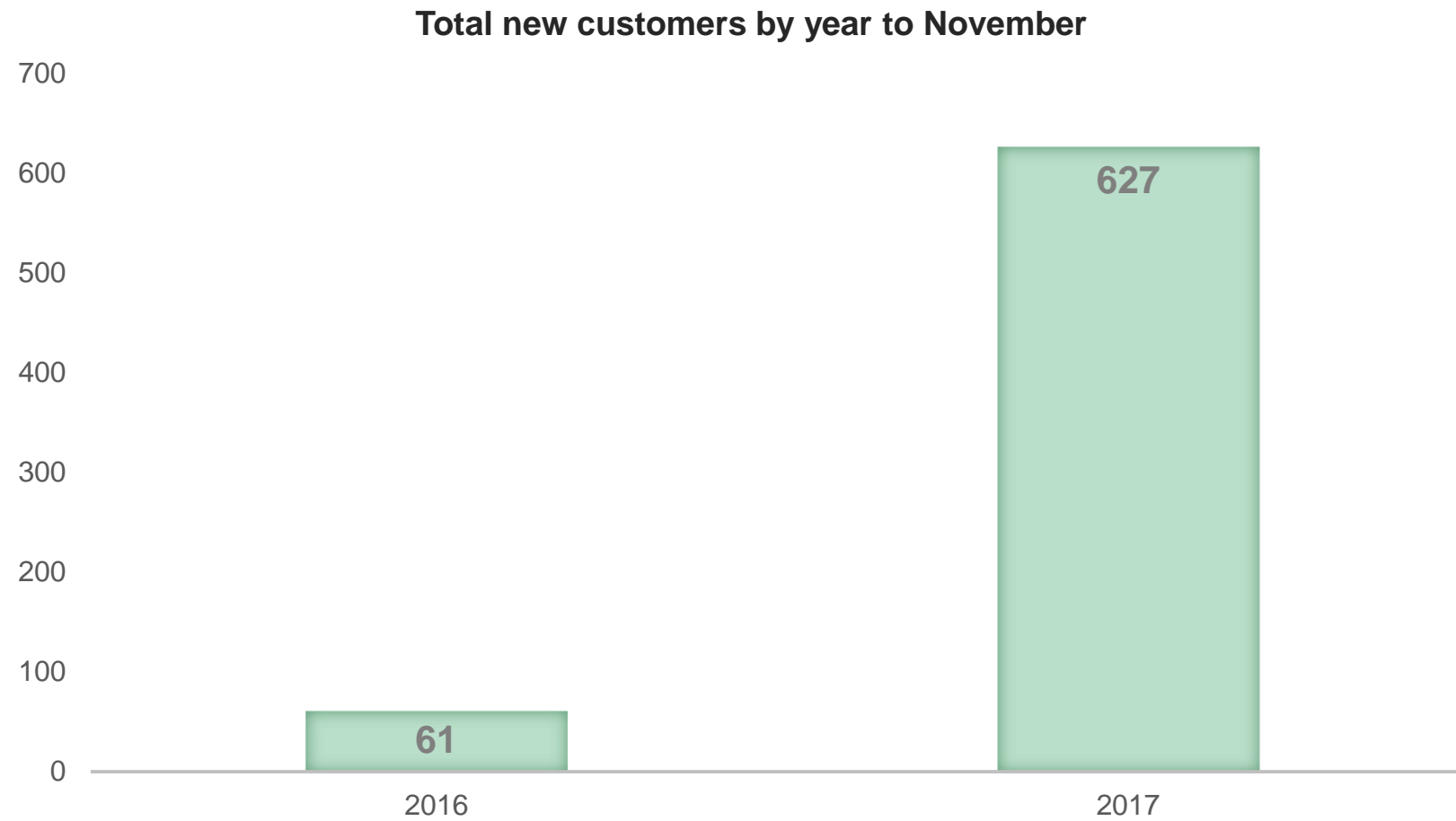


TGA presentations given at: RACGP (GP17) conference, 26-28 October 2017

AUSTRALIAN COMPANIES WITH IMPORT LICENCE

	NAME	CONTACT DETAILS	PRODUCTS AVAILABLE
1	Health House International	Phone: 08 9444 2444 Email: info@healthhouse.com.au	1. 1:20 Cannimed Oil (THC 1mg/mL:CBD 20mg/mL), 60mL 2. 10:10 Cannimed Oil (THC 9.8mg/mL:CBD 9.8mg/mL), 60mL 3. 18:0 Cannimed Oil (THC 18.3 mg/mL:CBD 0.2mg/mL), 60mL
2	Pharmaceutical Packaging Professionals Pty Ltd	Phone: +61 (0) 2 8051 3134 Email: specialaccessscheme@tilray.com	1. THC10:CBD10 Drops (THC 10mg/mL + CBD 10mg/mL in a 25mL vial) - TILRAY 2. THC25:CBD25 Drops (THC 25mg/mL + CBD 25mg/mL in a 25mL vial) - TILRAY 3. CBD10 Drops (CBD 10mg/mL in a 25mL vial) - TILRAY 4. CBD25 Drops (CBD 25mg/mL in a 25mL vial) - TILRAY 5. CBD100 Drops (CBD 100mg/mL in a 25mL vial) - TILRAY 6. THC10 Drops (THC 10mg/mL in a 25mL vial) - TILRAY 7. THC25 Drops (THC 25mg/mL in a 25mL vial) - TILRAY
3	HL Pharma Pty Ltd	Phone: 03 9823 6228 Email: contact@hlpharma.com.au	1. Cannabidiol capsules 10mg (pack of 30) - Satipharm 2. Cannabidiol capsules 50mg (pack of 30) - Satipharm
4	Novachem Pty Ltd	Phone: 1800 668 224 Email: novachem@novachem.com.au	For vaporisation 1. Bedrocan® - 22% THC, <1% CBD (5g flos) 2. Bedrobinol® - 13.5% THC, <1% CBD (5g flos) 3. Bediol® - 6.3% THC, 8% CBD (5g granulate) 4. Bedica® - 14% THC, <1% CBD (5g granulate) 5. Bedrolite® - <1% THC, 9% CBD (5g granulate)
5	GD Pharma Pty Ltd	Phone: 08 8362 3927 Email: info@gdpharma.com.au	1. Cannabidiol 100mg/mL oily oral and oromucosal solution 2. Delta-9-Tetrahydrocannabinol 10mg/mL oily and oromucosal solution
6	Anspec Pty Ltd	Phone: +61 416 419 732 Email: DomesticSales@anspec.com.au	1. CannTrust 1:1 Drops; 40mL (CBD 12.5mg/mL + THC 12.5 mg/mL) 2. CannTrust CBD Drops; 40mL (CBD 25.0 mg/mL and THC <2 mg/mL) 3. CannTrust THC Drops; 40mL (THC 25.0mg/mL and CBD <1 mg/mL)

MASSIVE GROWTH OVER THE LAST 12 MONTHS



TOP SELLING BRANDS – BIOEFFECT AND FLEXOFYTOL

- Product sales time-lag new customer relationships
- In store promotions and other marketing drive revenue/door

Sales by brand as a percentage of total revenue Q1-Q3 2017

