

Bod is a cannabis centric healthcare company. With a global focus and a mission to innovate and transform the way we live and enjoy life. Delivering premium, proven and trusted products for both the consumer markets and medical markets. Leading the way in research and development, through collaborations with research partners on clinical trial programs.

Committed to supporting the healthcare professional on Cannabinoid applications with education, research and knowledge.

CAPITAL STRUCTURE

ASX code **BDA**
Shares on issue 91.4m
Market Capitalisation ~\$25.6m

BOARD & MANAGEMENT

Mr Mark Masterson
Non-Executive Chairman

Ms Jo Patterson
Chief Executive Officer

Mr Akash Bedi
Non-Executive Director

Mr George Livery
Non-Executive Director

Mr Patrice Malard
Non-Executive Director

Mr Simon O'Loughlin
Non-Executive Director

Mr Stephen Kelly
Company Secretary

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FY2020 results presentation

Sydney, Australia – 21 August 2020: Medicinal cannabis, CBD and hemp healthcare products company, Bod Australia Limited (“Bod”, or “the Company”) (ASX: BDA) is pleased to provide the attached FY2020 results presentation.

This release has been authorised by the Board of Directors of Bod Australia Limited.

For more information please contact:

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- ENDS -

A close-up photograph of green leaves with numerous water droplets of varying sizes. The background is a soft, out-of-focus green. The text is overlaid on the right side of the image.

bod australia

**AUGUST 2020
INVESTOR
PRESENTATION**

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This presentation has been prepared by Bod Australia Limited (Bod) and contains background information about Bod current at the date of this presentation. The presentation is in summary form and does not purport to be all-inclusive or complete. Recipients should conduct their own investigations and perform their own analysis in order to satisfy themselves as to the accuracy and completeness of the information, statements and opinion contained in this presentation.

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A CBD AND HEMP CENTRIC HEALTHCARE COMPANY WITH A STRONG R&D FOCUS

**BOD'S MISSION
IS TO INNOVATE
TO TRANSFORM
THE WAY WE LIVE
AND ENJOY LIFE**

Bod provides well-branded premium, proven and trusted products to the consumer and medical markets

Extensive product range covering the medicinal cannabis and health & wellbeing sectors

An established footprint in Australia and the UK, with multiple international markets earmarked for near term expansion

Collaborations with industry leading R&D partners provide data for innovative product development and specific treatment initiatives

Rapidly growing, diversified revenue profile and decreased capital expenditure underpins Bod's strong capital structure

CORPORATE SNAPSHOT

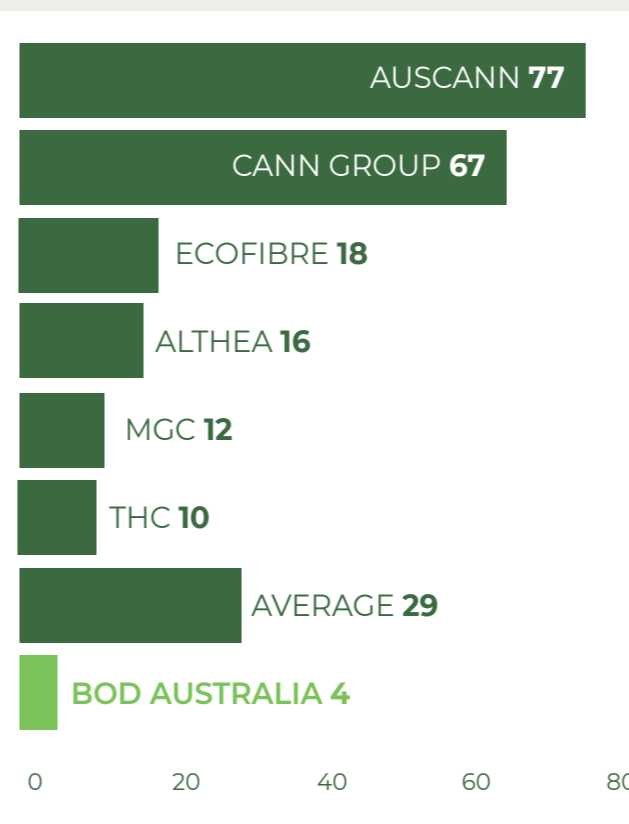
SHARES ON ISSUE

91.4M

MARKET CAP

~\$24.2M
AT \$0.265 PER SHARE

REVENUE MULTIPLIER (INDUSTRY PEERS)



SUBSTANTIAL SHAREHOLDERS



- NEW H2 LIMITED (H&H GROUP): 16.3%
- JO PATTERSON: 7.17%
- SG HISCOCK: 7.15%
- CRAIG WELLER: 5.3%
- AWJ FAMILY PTY LTD: 5.3%
- JP MORGAN NOMINEES AUSTRALIA PTY LIMITED: 3.9%

CASH

~\$6.3M
AS AT 30 JUNE 2020

DEBT

NIL

52 WEEK HIGH/LOW

\$0.58 / \$0.12

BASED ON INTERNAL CALCULATIONS

TWO DISTINCTIVE VERTICALS

- Health Care Professional
 - education and awareness
- Patient support
 - accessibility and affordability
- Collaborating with research and medical institutions
 - building database to support commercialisation of products
- Supporting clinical trials with MediCabilis into indication specific research.

**MEDICAL
CANNABIS
DIVISION**

**CBD
AND HEMP
CONSUMER
PRODUCTS**

- CBD and Hemp Consumer products licenced to H&H group globally
- Bod retains all IP developed
- Bod responsible for delivery of innovation to support launches and build underlying asset value.

RECENT FINANCIAL RESULTS

Q4 FY2020 SALES REVENUE

\$2.74M

118% INCREASE
ON Q3 FY2020

FY2020 REVENUE AND OTHER INCOME

\$6.1M

ACHIEVED IN FY2020

350% INCREASE
ON FY2019

Q4 FY2020 CASH BURN

55%

DECREASE ON PCP

TO \$0.73M

Q4 FY2020 CASH BURN

PERFORMANCE

OPERATING EXPENDITURE
CONTINUES TO DECREASE

WHILE REVENUE FROM SALES
INCREASES

THIS OUTLINES A PATHWAY
TO A CASHFLOW POSITIVE POSITION.

RELATIONSHIP

INCREASED REVENUE

DRIVEN BY:

- DEMAND FOR CBD, HEMP AND MEDICINAL CANNABIS PRODUCTS
- NEW INTERNATIONAL MARKET ENTRIES
- STRONG RELATIONSHIP WITH H&H GROUP LIMITED

BALANCE SHEET

SOLID CASH BALANCE

~\$6.3M

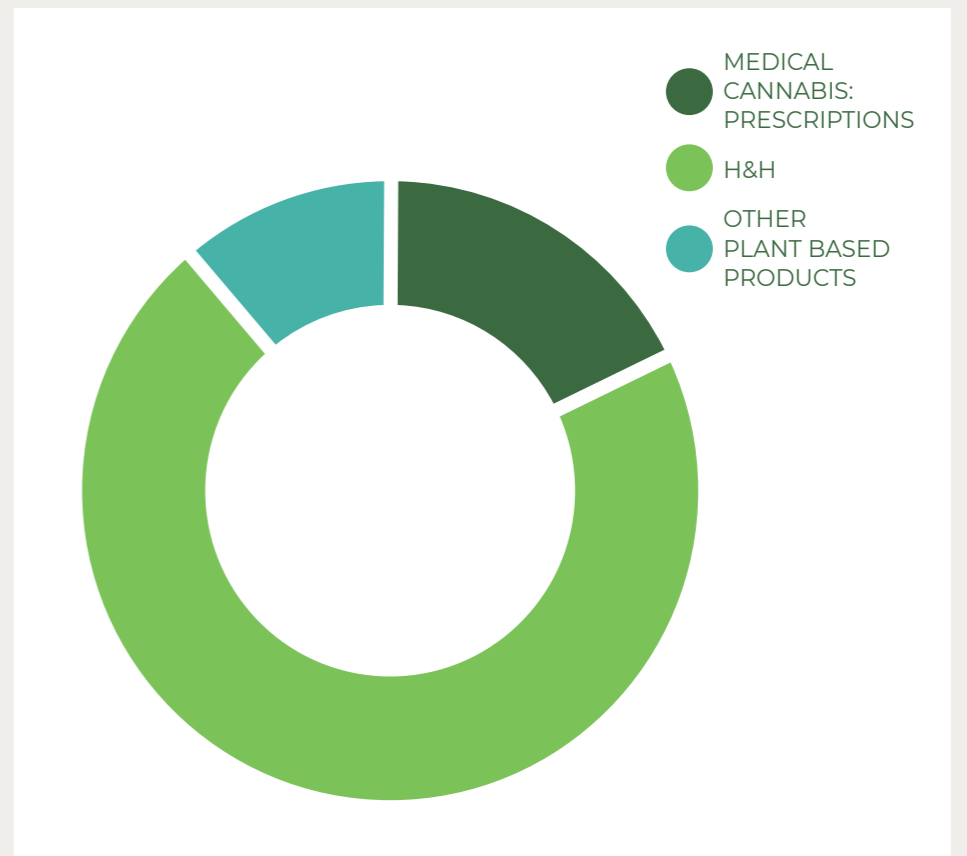
PROVIDES NEAR-TERM FLEXIBILITY TO
PURSUE MULTIPLE GROWTH DRIVERS

SALES AND REVENUE PERFORMANCE

REVENUE VS CASH USED IN OPERATING ACTIVITIES



SALES BY CHANNEL (%)



BUILDING A BASE OF REOCCURRING REVENUE LEADING TO A CASHFLOW POSITIVE POSITION

CONSOLIDATED PROFIT & LOSS FOR THE 12 MONTHS ENDED 30 JUNE 2020

AUD\$'000	2020	2019	2020 VS 2019 %
Sales of goods	4,564	820	456%
Raw materials and consumables used	-3,875	-529	633%
Research and Development Tax Incentive	851	453	88%
Other revenue	561	0	-
Interest revenue	76	71	7%
Operating expenses	-6,996	-8,438	-17%
Profit/(Loss) before income tax	-4,819	-7,623	-37%
Income tax (expense)/benefit	0	0	-
NLAT	-4,819	-7,623	-37%
EBITDA (LBITDA)	-4,829	-7,631	-37%
Total revenue	6,051	1,344	350%

SALES OF GOODS AND DIRECT COSTS

- Five times sale of goods increase across both verticals
- Bod continues to build a strong recurring revenue base

OTHER REVENUE

- R&D tax incentive increase by 88% due to nature of expenditure
- Other revenue driven by development fees received from H&H
- Expansion into NPD/EPD and new markets

OPERATING EXPENSES

- Down 17% on prior year due to stringent cost management and prioritisation of essential expenditure
- Refer next slide for break down

NET LOSS AFTER TAX

- 37% reduction in net loss vs prior year

STRATEGIC COST MANAGEMENT AND REDUCING CASH BURN

CONSOLIDATED OPERATING EXPENSES FOR THE 12 MONTHS ENDED 30 JUNE 2020

AUD\$'000	2020	2019	2020 VS 2019 %
Research and development expenditure	1,687	1,761	-4%
Employee/director benefit expense	2,697	2,970	-9%
Depreciation and amortisation	67	63	6%
Impairment of inventories	270	608	-56%
Marketing expenses	996	2,022	-51%
Travel/Training and Entertainment	168	315	-4%
Distribution, rental and warehousing	211	204	3%
Website/computer expenditure	184	47	294%
Statutory costs	570	468	22%
Insurance	62	38	60%
Foreign exchange loss	41	-	-
Other	29	44	-34%
Total operating expenses	6,996	8,438	-17%

RESEARCH AND DEVELOPMENT EXPENDITURE

- R&D focus remains on strategic projects that will drive product development and future revenue

EMPLOYEE/DIRECTOR BENEFIT EXPENSE

- 9% decline resulting from a strategic shift from brand ownership to licencing agreement with H&H requiring less sales resources associated with the consumer division

REDUCED MARKETING EXPENSES

- 51% decline as majority of marketing is undertaken by H&H Group - considerably defrays Bod's marketing expenses

STRONG CASH BALANCE PROVIDES FLEXIBILITY AND CONSOLIDATION OPPORTUNITIES

CONSOLIDATED BALANCE SHEET AS AT 30 JUNE 2020

AUD\$'000	2020	2019	2020 VS 2019 %
Cash and Cash equivalents	6,386	2,844	125%
Trade and other receivables	1,487	83	1701%
Inventory	475	364	30%
Other current assets	89	93	-4%
Total Current Assets	8,436	3,383	149%
Property, plant and equipment	30	52	-44%
Intangibles	448	57	691%
Total Non-Current Assets	477	109	338%
Total Assets	8,914	3,492	155%
Trade and other payables	2,176	1,033	111%
Contract liabilities	913	168	443%
Employee benefits	95	57	66%
Other current liabilities	638	167	282%
Total Current Liabilities	3,822	1,425	168%
Contract liabilities	284	-	0%
Total Non- Current Liabilities	284	-	0%
Total Liabilities	4,107	1,425	188%
Net Assets/Total Equity	4,807	2,067	133%

CASH AND CASH EQUIVALENTS

• Cash flows from operating activities	- 3,223
• Cash flows from investing activities	- 463
• Cash flows from financing activities	7,228
	3,542

- Strong cash balance at 30 June 2020 of \$6.4m provides flexibility and consolidation opportunities

CASH FLOWS FROM OPERATING ACTIVITIES

- Representing the significant revenue increase and change in working capital as a result

CASH FLOWS FROM FINANCING ACTIVITIES

- \$5,500,000 investment from NewH2, the innovation arm of Hong Kong Stock Exchange listed Health & Happiness Group Limited plus an upfront payment of \$1,500,000 for R&D development initiatives

EXCLUSIVE GLOBAL PARTNERSHIP WITH H&H GROUP FOR INNOVATIVE PRODUCT DEVELOPMENT

RECENTLY LAUNCHED

9 hemp seed products under the Swisse brand in over 2,000 outlets - well received by consumers.

Range will be supported with new product launches

Products earmarked for new markets.



GLOBAL REACH

H&H provides Bod with an established global network.

Key markets for sales footprint expansion include the USA, France, Italy and the Netherlands in the near term.



STRONG SALES IN THE UK

CBII is H&H's premium CBD focused brand launched in December 2019. This was H&H's first ever use of Bod's CBD in its product range and is directly underpinning sales growth through an innovative direct to consumer model.



NEW PRODUCTS FOR USA LAUNCH

New CBII products to be launched in the UK, with USA launch expected during H2 CY2020.



LEVERAGE

Bod is H&H's only partner in CBD.

Bod will benefit from the group's breadth of products, experience in global product growth, operational economies and buying power.

ONGOING INCREASE IN MEDICINAL CANNABIS PRESCRIPTIONS CONTRIBUTES TO OVERALL GROWTH



4,000 MEDICABILIS® PRESCRIPTIONS

Have been filled during FY2020 - market share continues to increase in Australia and UK.



80% REPEAT PATIENTS

High repeat prescriptions highlight patient and physician product satisfaction - 80% of July sales were from repeat patients.



74% OF PRESCRIPTIONS

Being used to treat chronic conditions, including epilepsy, insomnia, anxiety and chronic pain.



PRESCRIPTION GROWTH EXPECTED

to continue with increasing UK footprint, participation in Project Twenty21 and pending new partnerships.



THE ONLY AUSTRALIAN COMPANY

Bod is one of five companies and the only Australian company participating in Project Twenty21. It is the largest medicinal cannabis trial in EU aiming to target 20,000 patients.

OUTLOOK FOR 12 MONTHS ON BOTH VERTICALS

CBD/HEMP

WHERE WE ARE NOW



AUSTRALIA AND UK

WHERE WE ARE GOING



UNITED STATES, NETHERLANDS, FRANCE AND ITALY

MEDICAL

WHERE WE ARE NOW



AUSTRALIA AND UK

WHERE WE ARE GOING



ANOTHER 3 EUROPEAN MARKETS

PRODUCTS

CONSUMER
MULTIPLE PRODUCTS
IN LIFESTYLE;
SUPPLEMENTS
AND SKINCARE

MEDICAL
CAPSULES;
WAFER

REGISTERING
PATENTS AND
BUILDING IP
FROM OUR
RESEARCH

R&D FOCUSSED TO SUPPORT COMMERCIAL OUTCOMES

CLINICAL OPPORTUNITIES

Recently commenced multi-clinic, Australia wide study into medicinal cannabis use for chronic conditions will provide Bod with indication lead insights.

PHASE I CLINICAL TRIAL

Highlighted the safety, tolerability and pharmacokinetics of Bod's proprietary medicinal cannabis extract. Allows the company to spearhead additional clinical trials, assists in fixed dose product development and gives rise to collaboration opportunities.

REGISTRATIONS

Novel food application for MediCabilis® will cement Bod's position as a market leader in Europe - allows for five year exclusivity on unique extract in the EU.

CANNABIS WAFER DEVELOPMENT

Partnership secured with US manufacturer for development of cannabis wafer providing unique fixed dose product.

USA LAUNCH OF CBII AND SWISSE

GRAS (Generally Recognised as Safe) approval being pursued with the FDA to support USA launch of CBII.

COLLABORATIONS

Bod continues to collaborate with top tier universities and medical organisations into indication lead research.



REVENUE DRIVERS TO PROGRESS BOD TOWARDS A CASHFLOW POSITIVE POSITION

1

SCALE UP MEDICINAL CANNABIS SALES

of MediCabilis® in Australia and UK based on growing incidence of stress and anxiety.



2

EXPANSION OF THE SUCCESSFUL SWISSE-BRANDED PRODUCT RANGE

and launch into international markets including USA, France, Italy and Netherlands.



3

BROADEN CBII PRODUCT RANGE

in the UK, ahead of large scale launch in the United States.



4

ONGOING R&D EFFORTS AND PHYSICIAN EDUCATION INITIATIVES

to underpin further medicinal cannabis product development and prescription growth.



5

CONTINUE TO OPTIMISE COST BASE

with focus on key strategic projects to achieve continued diversified revenue growth.



6

INTRODUCTION OF NEW CBD REGULATION FRAMEWORK IN AUSTRALIA

would open another addressable market for Bod and allow the company to leverage its established footprint to drive further sales growth.



MARK MASTERSON

Non-Executive Chairman

Mark boasts two decades of experience in the pharmaceutical and healthcare sectors.

He began his career with Johnson & Johnson before joining global healthcare giant, Abbott Laboratories where he held multiple senior positions.

He also held the role of CEO with Australia's largest private diagnostic imaging network, I-MED. Following the acquisition of I-MED, he was appointed Chairman of Medicines Australia.

JO PATTERSON

Chief Executive Officer

Jo is a CEO and Managing Director with over 20 years' in business and corporate strategy with exposure both in Australia and overseas. She has developed a number of businesses from start-up as well as driving established organisations towards growth and merger trajectories.

She has been officially recognised as a successful business executive by winning a number of key business awards and her acumen is evidenced in the success of previous companies in the technology, advertising and beauty sectors. Jo has held multiple CEO and Managing Director roles over her career.

These wide and diverse experiences led her to establish Bod Australia in 2014 and subsequently list the business on the ASX in 2016.

GEORGE LIVERY

Non-Executive Director

George has ~30 years' experience domestically and internationally.

His experience is most notably culminated with Swisse Wellness Group, where he was instrumental in negotiating the \$1.67B transaction with Biostime (H&H Group) and leading the corporate integration and strategy of the companies post transaction.

AKASH BEDI

Non-Executive Director

Akash is Chief Strategy & Operations Officer at H&H Group.

He is based in Hong Kong and is responsible for leading H&H Group's strategy and business development including M&A and strategic investments for NewH2.

He has extensive experience in investing in global start-ups and high growth companies.

PATRICE MALARD

Non-Executive Director

Patrice is Chief Technology Officer of H&H Group, General Manager of the H&H Technical Centre and Chairman of H&H Group's BINC foundation.

He holds a PhD in microbial genetics and cell biology from the University of Lille in France. He has had a storied career spanning nearly four decades, having held multiple senior roles with international agriculture and food focused companies.

SIMON O'LOUGHLIN

Non-Executive Director

Simon is the founder of Australian based commercial law firm, O'Loughlins.

He has unparalleled experience in commercial and corporate law and also holds accounting qualifications.

Simon has extensive experience with ASX-listed companies and was the former Chairman of the Taxation Institute of Australia (SA Division).



THANK YOU

Jo Patterson
Chief Executive Officer

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ASX:BDA

bodaustralia