THC GLOBAL GROUP LIMITED (ASX:THC) TO BE RENAMED **EPSILON HEALTHCARE LIMITED** 

# Diversified Healthcare and Pharmaceuticals

A healthcare company with diversified investments in healthcare, pharmaceuticals, and medicinal cannabis actively operating in Australia and Canada



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# Healthcare and High Value Pharmaceuticals



### Pharma Manufacturing Facility

High volume EU and TGA GMP bio-floral extraction and pharmaceutical manufacturing facility in Southport, Qld



# **Australian Cultivation Facility**

Licenced and permitted hydroponic cannabis cultivation and research facility in Bundaberg, Qld



### New Pharma E-Commerce Platform

Medimar platform to connect patients, prescribers, and pharmacies with unique ecommerce distribution offering



# Toll and Contract Manufacturing Focus

Moving towards offering toll and contract manufacturing over own production to increase volume



### Niche and Unique Cannabis Products

Launching 'Uno' as a unique brand of cannabis products taking advantage of manufacturing expertise



### Achieved Reduced Run Rate

Significant run rate reductions identified over strategic review saving over \$3m in annualised run rate



### Telehealth Clinics

Tetra Health offering a telehealth clinic for medicinal cannabis with large prescriber and patient network



# **Equipment and Cultivation Solutions**

Canada based hydroponics equipment distributor with turnkey cultivation solutions offering including nursery



### Sustainable Revenue Focus

Revised global focus towards sustainable revenue with faster paths to profitability utlising existing assets

# Global Cannabis Business

# GMP Pharma Manufacturing

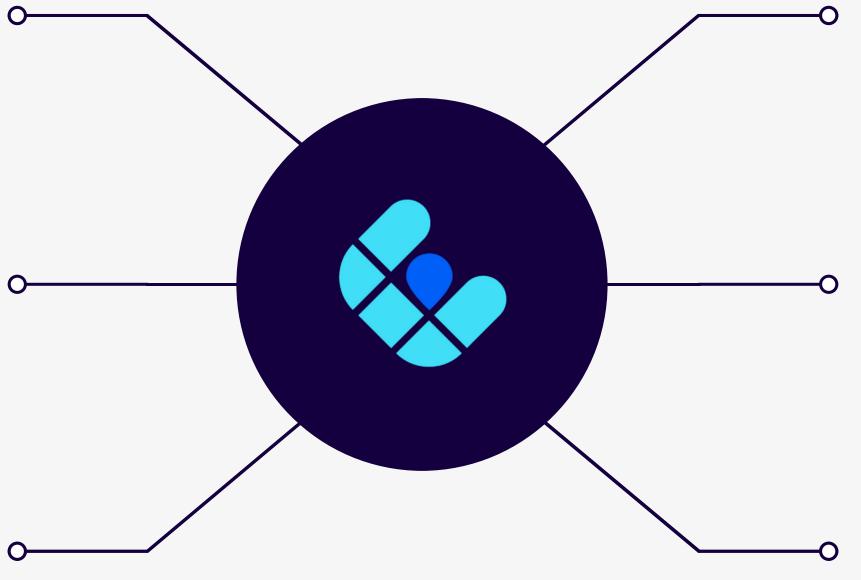
Licenced and permitted Australian
TGA and EU GMP bio-floral extraction
facility now operational

### Cannabis Medicines

Producing cannabis medicines under the 'CanndeoCare' and 'Uno' brands, with 'Uno' focusing on niche and unique products

### **Healthcare Clinics**

Australian telehealth clinic to improve accessibility now expanding into in-hospital and other physical locations



### Medimar Platform

Unique e-commerce platform connecting patients, pharmacies, and prescribers, streamlining distribution

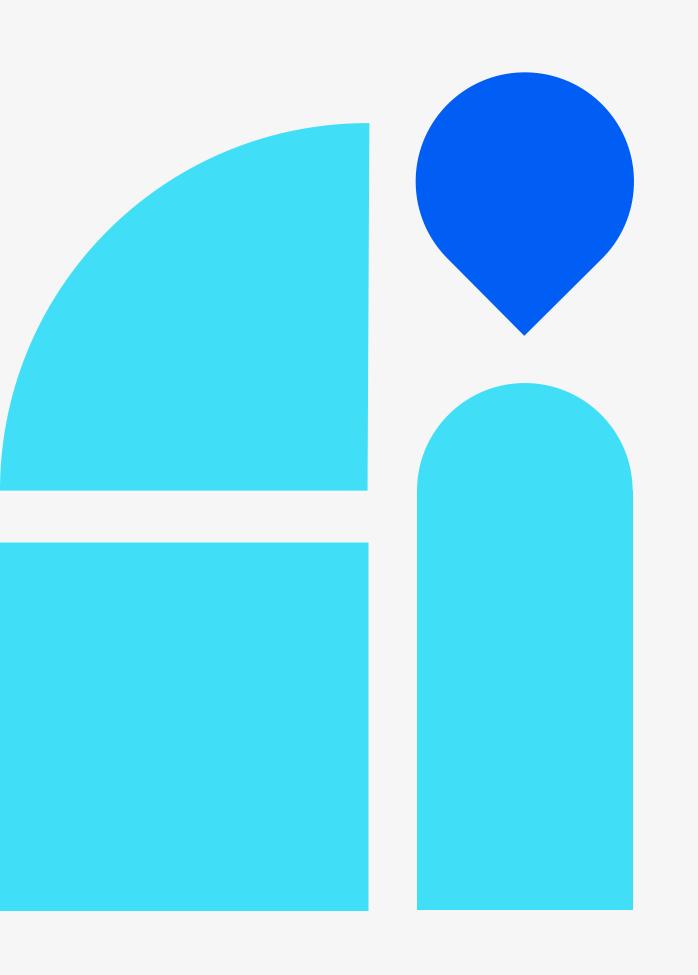
### **Cultivation Solutions**

Canada based hydroponic equipment wholesaler and retailer with diverse product range and turn-key cultivation solutions

# **Cannabis Retailing**

Licenced as a medicinal cannabis retailer in Canada with additional nursery for sale of starter cannabis plants 1

# Strategic & Financial Review



# Strategic Changes

# **Healthcare Focussed**

Rebranding the parent company to Epsilon Healthcare as part of a broader shift into healthcare and pharmaceuticals

# <u>Transition to Toll Manufacturing</u>

Realising value of the Company's significant GMP manufacturing capability by pivoting to high value pharmaceuticals manufacture

# Reviewing Australian Cannabis Cultivation

Reviewing cultivation operation viability, with +\$1m annual run rate savings identified and actioned during assessment of other options for future cannabis cultivation in Australia

# Launching the Medimar Platform

Offering a unique end to end e-commerce platform for cannabis in Australia, utilising Southport Facility as a distribution hub

### Refocused Medicines Production

Tapering production of 'CanndeoCare' and launching 'Uno' as a new niche market cannabis brand including Vapes and other medicine forms

# Material Operating Costs Reduction

Significant operating cost savings realised through review of existing activities and proposed new business units

# Capital & Financial Overview



# Reduced Run Rate

Identified and implemented over \$3m in annualised run rate savings, expected to be fully realised over Q4 2020



# Focus on Sustainable Revenue

Revised approach to focus on sustainable revenue growth, particularly with respect to Australian cannabis activities



# **Reviewing Non-Core Activities**

Reviewing future of Australian cannabis cultivation, and exploring divestment opportunities for Canadian cannabis assets



### **Tetra Continues Growth**

Achieved 28% growth in active patients in Q3 over Q2 2020, high renewal rates for active patients, and operates profitably

### RECENT FINANCIALS

Cash 30 September	\$7.26 million
Q3 Receipts from Customers Appendix 4C	\$2.12 million
Q3 Net Cash from Operating Activities Appendix 4C	-\$2.52 million

Refer to Q3 2020 Appendix 4C released on 30 October 2020 for more information.



# <u>Cultivation Solutions</u> <u>Outperforms</u>

Canadian operations YTD to Sept 2020 has exceeded 2019 FY Revenue – A\$4.9 million\*

<sup>\*</sup> Unaudited Figure

# Corporate Rebranding





# Healthcare and Pharmaceuticals

Change of name and branding supports a move towards patient led healthcare and high value pharmaceutical production

# **Broader than Cannabis**

Moving away from reference to "THC" given perception that "THC" is related to the recreational cannabis market

# **Shareholder Approval at EGM**

Name and ASX code change will require shareholder approval at an EGM proposed to be held in December 2020 2

# Australian Medicinal Cannabis and Pharmaceuticals

# Pharma Manufacturing

PIVOTING TOWARDS TOLL MANUFACTURING

Moving away from operating as primarily an 'own brand' manufacturing facility and instead expanding into toll and contract manufacturing enables an increase in volume of throughput and delivers revenue whilst reducing per-unit production cost.

In discussion with a number of potential partners and expecting to progress to binding production agreements in the near term.

# Scalable Production

Potential for production ramp up to support over 1 million patients per annum at existing facility enables discussions with global partners for high volume medicines manufacture

# **Broad Production Capability**

Capable of both cannabis and non-cannabis extraction and medicines production, opening further markets to build production volumes or develop novel formulations

# Full QC/QA Lab Onsite

On-site quality control and quality assurance lab reducing product testing and validation costs and enabling contract validation and testing for third parties as supplementary revenue source

# Australian Cultivation

# Outlook

- Reviewing value in continuing to cultivate own cannabis within Australia
- Temporary suspension of activities at Bundaberg
   Facility during review period resulting in annualised run rate saving of +\$1 million\*

# Strategy Options

- <u>New Genetics:</u> Recommence cultivation post sourcing new higher yielding plant genetics
- Identifying Partners: Taking advantage of existing facility with licences and permits to offer contract cultivation solutions saving partners time and cost in developing own facilities

# Australian Assets

- Fully licenced and permitted hydroponic greenhouse for cannabis cultivation in Bundaberg, Queensland
- Ballina and other Australian cultivation projects to not proceed until after new strategy in place

<sup>\*</sup> Unaudited Figure

# Own Brand Medicines

# CanndeoCare

- Production of CanndeoCare branded medicines to taper down over early 2021 in support of a primarily toll manufacturing based approach for the Southport Facility
- Exiting own production across wide SKU range will reduce perception that the Company is competing against its own toll manufacturing customers
- Toll manufacturing to deliver stronger revenue growth and faster pathway to profitable production

# Project Uno

- 'Uno' to be launched as the Company's new brand for niche or unique cannabis medicines for Australian and export markets
- Targeting Australian launch of a high THC vape liquid for late 2020 followed by high CBD vape liquid
- 'Uno' products to also be marketed for export into New Zealand, Canada, and Europe

# Medimar Platform

A proprietary end to end e-commerce platform for the ordering and dispensing of medicinal cannabis, reducing admin burden on prescribers and pharmacies, enabled by the Company's licenced distribution facility.



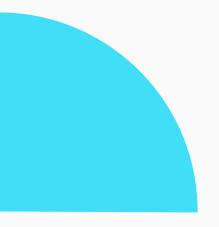


Reduces admin workload for prescribers and streamlines application processes



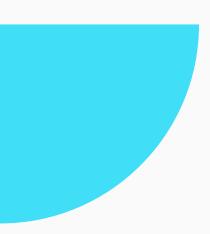
**Pharmacies** 

Increases volume of sales and enables bulk purchasing and holding whilst reducing admin



<u>Patients</u>

Single point of contact for enquiries and ability to choose any pharmacy for dispatch



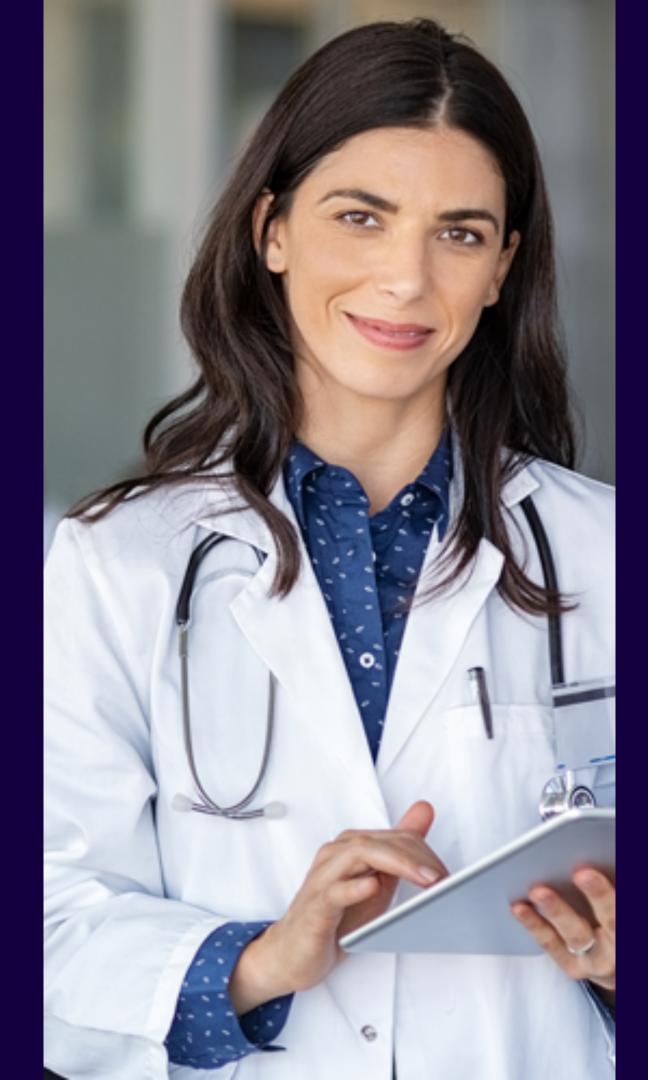
**Distribution** 

Replaces existing high cost legacy pharma distributors and reduces distribution time

# Medimar Platform

REGISTRATIONS COMMENCE FOR PRESCRIBERS, PHARMACIES, AND SUPPLIERS BY MID-NOV WITH FULL LAUNCH EXPECTED IN JANUARY 2021

**M** medimar medimar.com.au **← Back to patients list** ∰ Home **Dispensary Mr John Smith** a Patients DOB 22 October 1995 Email smithjohn@gmail.com Medicare 45092458 Phone 0481 123 456 Address 22 Smith Street, Redfern NSW 2016 Reports Available products **M** medimar ProductB Cannibis Oil Unit price \$44.50 Qty 3 Total \$133.50 i FAQs ? Help & Support Liquid, Bottle, 25 (mL) Email Stock available to dispense. Available 3 On order 0 Next repeat available 31 Oct 2020 Password Productz Cannibis Oil Liquid, Bottle, 25 (mL) Remember me Stock available to dispense. Available 3 On order 0 Forgot your password? Next repeat available 31 Oct 2020 Next repeat \$ Status 💠 Physician \$ 12/12/2020 18/08/2020 ProductB Cannabis Oil 18/08/2020 12/12/2020 Dr Kevin Su ProductB Cannabis Oil 18/08/2020 12/12/2020 Dr Kevin Su ProductB Cannabis Oil Awaiting approval 12/12/2020 18/08/2020 ProductB Cannabis Oil Completed Dr Kevin Su 12/12/2020 18/08/2020 ProductB Cannabis Oil Expired Dr Kevin Su INDICATIVE DESIGN 18/08/2020 12/12/2020 ProductB Cannabis Oil Dr Kevin Su Expired



# Tetra Health

### TELEHEALTH CLINIC SPECIALISING IN MEDICINAL CANNABIS

<u>For patients</u>, Tetra Health is an easy way to access medicinal cannabis through a network of telehealth physicians and with ongoing support from a team of nurses based in Australia.

<u>For suppliers</u>, Tetra Health is a high volume product clinic network prescribing over 60 products from many suppliers, with a valuable real-world patient data collection capability.

# Large Prescriber Network

Tetra's prescriber network includes over 600 prescribing physicians with an even larger contact and referral database

# **Co-Branded Clinics**

In negotiations to launch Tetra
clinics within existing GP and
specialist clinics, to support patients
8 doctors in accessing cannabis

# Significant Growth

Number of active Tetra patients increased 28% in Q3 2020 over Q2 2020 and seeing high annual renewal rates for existing patients

# Supporting Patients

Leader in affordability over an annual period with service including ongoing nursing support & follow up doctor consultations

# <u>In-Hospital Presence</u>

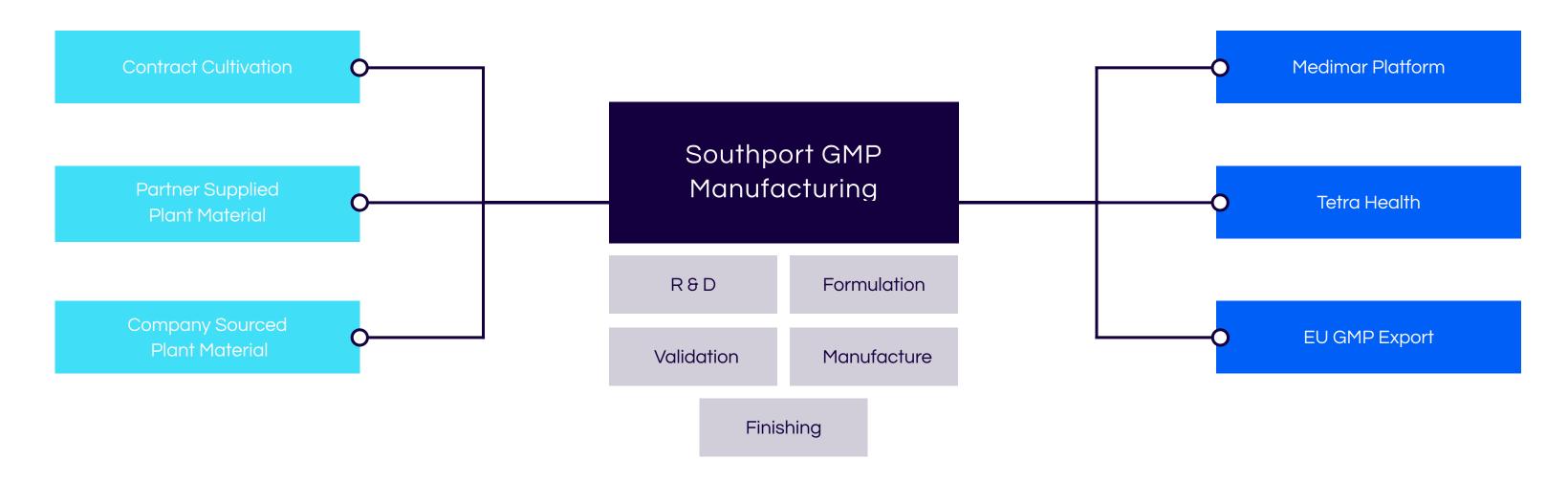
Partnering with leading hospitals and clinic networks to offer an inperson patient experience, simplifying admin for doctors

# Clinical Trial Support

Tetra's data collection and nursing support have made them a reliable partner for conducting observational trials in Australia

# Australian Cannabis Value Chain

Control of entire value chain from plant material, through to end distribution to patients or export markets with revenue touchpoints at each step



### Plant Material Access

Ability to be a contract cultivator at Bundaberg
Facility, process plant material supplied by
client, or source raw materials from other
parties for clients

# **GMP Manufacturing**

World-class high-volume TGA and EU GMP extraction and manufacturing facility with onsite labs and finishing capability

### **Distribution Pathways**

Ability to hold and distribute medicines using the Medimar Platform or prescribe through Tetra Health in addition to acting as exporter using granted wholesale and export licences 3

# Hydroponics and Canadian Cannabis

# Hydroponics Equipment







# Continued Revenue Growth

Revenue for the year to the end of Sept 2020 for CMP has exceeded total FY2019 revenue, achieving A\$4.9 million. Further, revenue has grown 74% in Q3 2020 vs Q3 2019.

# **Expanding Distribution**

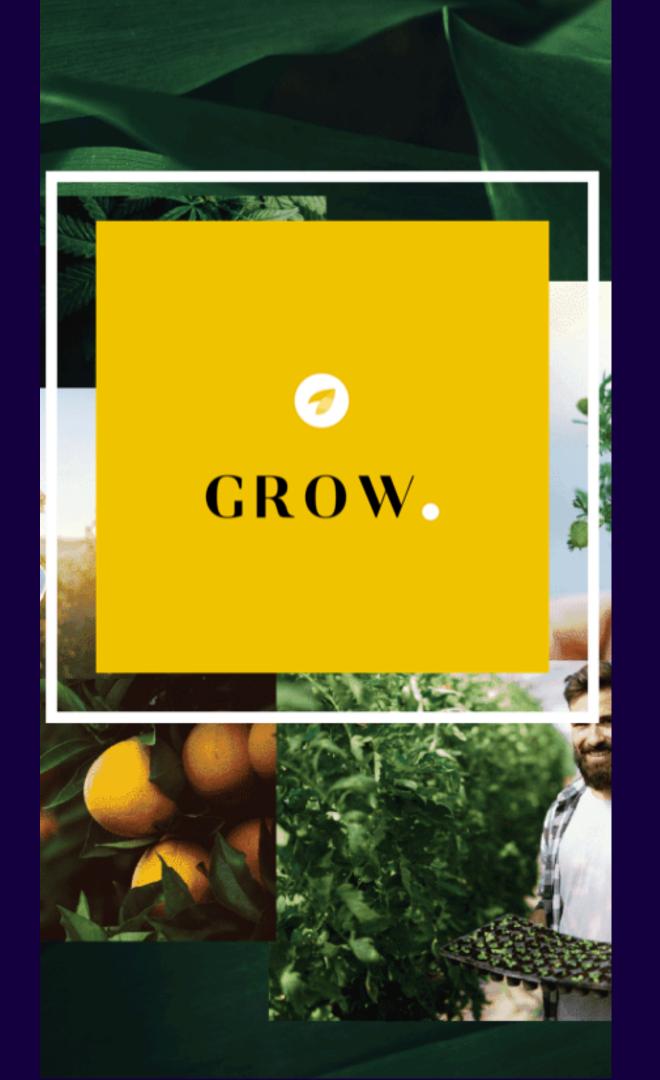
In addition to export opportunities, the Company is additionally expanding across Canada, with a 3PL on the east coast.

# <u>Diversified Product Range</u>

CMP range includes over 1,000
SKUs in equipment and supplies.
CMP additionally granted medical device licence and is entering medical supplies sales.

# Servicing a Large Market

The home grower and small commercial grower sectors in Canada continue to expand, increasing CMP's target market.



# Cannabis Services and Retailing

# **Turnkey Solutions**

Providing turnkey cultivation solutions under the Canndeo brand combining equipment, supplies, and advisory services

# **Additional Revenue**

Advisory and solutions provider, Canndeo Fulfilment, achieved Q3 revenue of A\$135k and is profitable\*

### **Advisory Services**

Advisory services offered by
Canndeo Fulfilment are targeted
towards new cultivators and
small scale operators

# Licenced for Retail

Health Canada licence granted for Medical Sales Without Possession enabling commencement of a cannabis sales business

# Nursery Facility Build Out

In final stage of build out with cultivation and processing licence pending for a new cannabis nursery in Vancouver, BC

# Nursery Revenue

B2B and B2C sales of cannabis clones from nursery to commence shortly with potential to expand into second east coast site

<sup>\*</sup> Unaudited Figure

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# Corporate Structure





Steven Xu Non-Exec Chairman



<u>Alan Beasley</u> Non-Exec Deputy Chairman



Interim Group Chief Executive Officer & Chief Financial Officer & Joint Company Secretary

**Jarrod White** 



**Group Chief Operating Officer** 

Sonny Didugu



Laura Harvey **Chief Operating Officer Canadian Operations** 



Angela Macquire **Chief Operating Officer THC Pharma** 



Diandra Phipps **Chief Operating Officer** Tetra Health



Philip Leighfield **Joint Company Secretary** 

# Capital & Financial Information

# **KEY INFORMATION**

ASX code	ASX:THC
Listing Date	May 2017
GICS Classification	Pharmaceuticals, Biotechnology & Life Science
Share Price	\$0.23
Market Cap	\$41.04 million
Shares on issue	178,456,949
Shareholders	9,358

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Share capital information as at 30 October 2020.

# THC Global Group (ASX:THC)

TO BE RENAMED

**Epsilon Healthcare Limited** 

(Subject to approval)

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