



Leading The Way in  
Cannabis Derived Medicines  
with a Seed-to Pharmacy  
Strategy

Company Presentation  
3rd Annual CG Cannabis  
Conference May 2019

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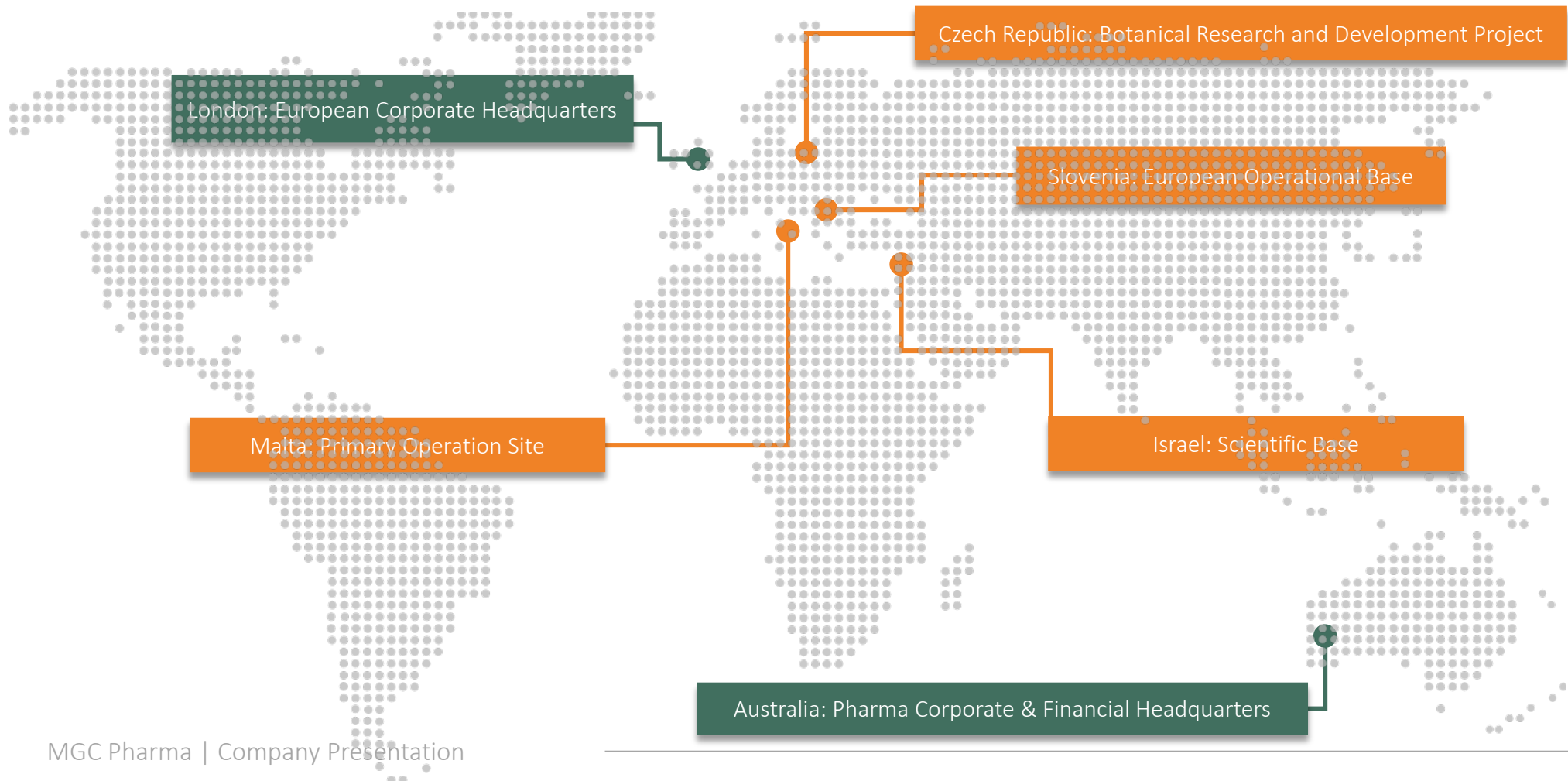
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# Summary

- A European Bio-Pharma Company with a “Seed to Pharmacy” strategy
- Cost-effective, high-quality, standardised Cannabinoids derived medicines
- Three pharmaceutical products in late stage development
- ASX listed since 2016 with a market cap of A\$70+ million



# In Numbers

Established leader in the cannabis space

3

Operations  
Facilities

Malta, Slovenia &  
Czech Republic

Over 30

Years Experience

R&D team backed by  
extensive industry  
experience

3

Developed  
products

And pipeline of potential  
products in development

Network of  
over 30

International  
Partners

Cannabis for  
Medicinal use  
value to reach  
**US\$58 bn**  
in 2028\*

EU GMP Licence  
Approved

EMA and parallel  
approvals sought in each  
geography ahead of  
legislation changes

# Global Market



Estimated Cannabis for Medicinal use value  
**US\$58 billion**  
in 2028



Cannabis based medicine sales to increase by  
**182%**  
2016-2020



Europe expected to be largest medical cannabis market. Total healthcare spend: **€2.3t**



**Nov 1<sup>st</sup> 2018**  
UK legalised prescription of medical cannabis products

## MEDICAL



## NUTRACEUTICALS



Global CBD nutraceutical market reached  
**US\$13.7 billion**  
in 2018



Global CBD nutraceutical market to grow by  
**149%**  
2018-2021



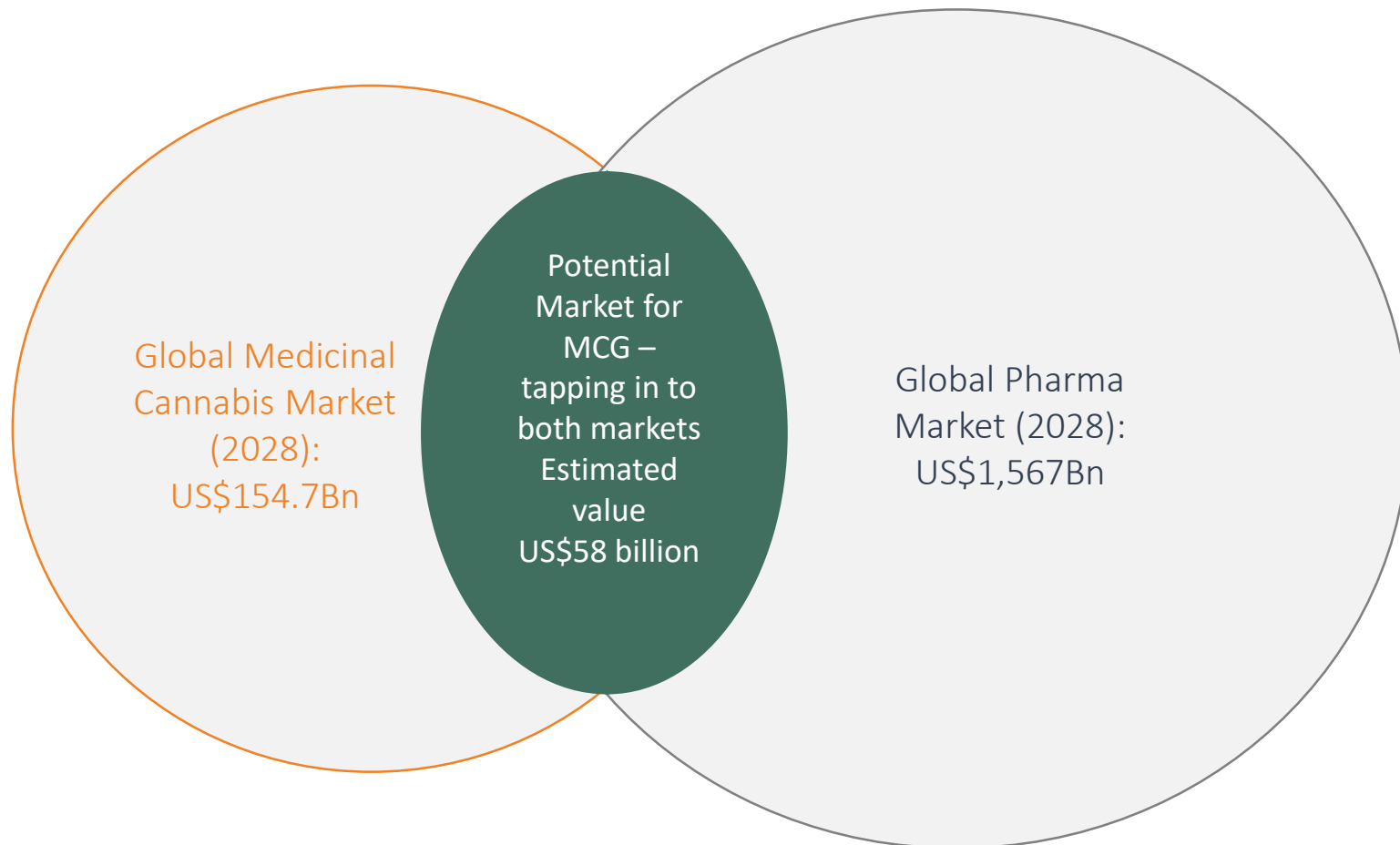
Health and Wellness market valued at  
**US\$180 billion**  
In 2018



Global consumer spending on cannabis to total  
**US\$32 billion**  
by 2022

# Global Market Potential

- MGC Pharma aims to secure a significant share in the global Cannabis Pharmaceutical Market
- MGC Pharma targets large markets, where cannabis for medical uses is likely to have a high degree of success
- 3 pharmaceutical products in late stage development



# Board of Directors

Highly qualified team with over 15 years of relevant experience



**Roby Zomer**  
Managing Director & Co. Founder

Following 10 years of experience in the BioTech and AgroTech sectors alongside running large scale projects, Mr. Zomer joined MGC Pharmaceuticals as Executive Director & CTO, bringing his extensive business contacts, scientific and engineering skillset to bear on ensuring MGC's position as a leader in research and development, as well as ensuring top performance from our global operations.



**Brett Mitchell**  
Executive Chairman

With over 20 years of experience in the founding, financing and management of both private and publicly listed companies, Mr. Mitchell is responsible for the corporate strategy, capital markets and financial management of the company, and is integrally involved in assisting in building a new industry from the ground up in Australia.



**Nativ Segev**  
Director of Business Strategy & Founder

The founder of MGC Pharma, previously CEO of a Israeli licensed Medical Cannabis company, with over 10 years of experience in the global medical cannabis industry and over 15 years of experience in executive roles. Founded MGC Pharma to expand into the International markets and to raise the quality and viability of Medicinal Phyto-Cannabinoid products.



**Dr. Stephen Parker**  
Director

Dr Parker has over 30 years of corporate finance, directorship, corporate advisory and investment banking experience focused on the pharmaceutical and biotechnology sectors in the UK, Europe and North America. Dr Parker is regarded as a leading corporate expert and strategic thinker. He has a reputation for rapid and clear analysis and the ability to translate this analysis into an implemented solution.



**Dr. Ross Walker**  
Director &  
Head of Medical Advisory Board

Dr. Walker is a well-known figure in Australian health, as former host of a weekly radio program and a prominent cardiologist who specialises in echocardiography and preventative cardiology. Dr. Walker has published several books, and lectures both nationally and internationally. His contacts in the medical establishment and beyond allow him to facilitate relationships for MGC and draw positive public attention to the brand.

# Scientific Team

Leading experts in the medical cannabis space with unparalleled expertise



**Dr. Johnny Grunfeld**  
Chief Scientific Officer

Certified in Israel, with clinical experience at the MD Andersen Cancer Center, [Prof]. Grunfeld has spent the last twenty years focusing on Neuro-Oncology, with a focus since 2010 on Cannabis as a treatment for oncological palliative care. Involved in the licensing of care of over 3000 medical cannabis patients in Israel, giving him a unique insight into questions of dosing, patient groups and developing treatment methodology.



**Professor Uri Kramer**  
Head of Neurology  
product development

One of the few medical professionals in the world to have run full scale epilepsy trials with Cannabis, Dr. Kramer brings a wealth of experience in various fields (Neurology, Pediatric Neurology, Adolescent Psychology & Child Development). Additionally, Professor Kramer is a Former president of the Israeli League Against Epilepsy, giving him unique insight into the daily struggles of the patients his research benefits.



**Professor David Neubauer**

As Head of Department of Child, Adolescent and Developmental Neurology at University Children's Hospital, Ljubljana, Dr Neubauer is widely published and respected, and has dealt with children and adolescents in Neurological contexts for more than thirty years.



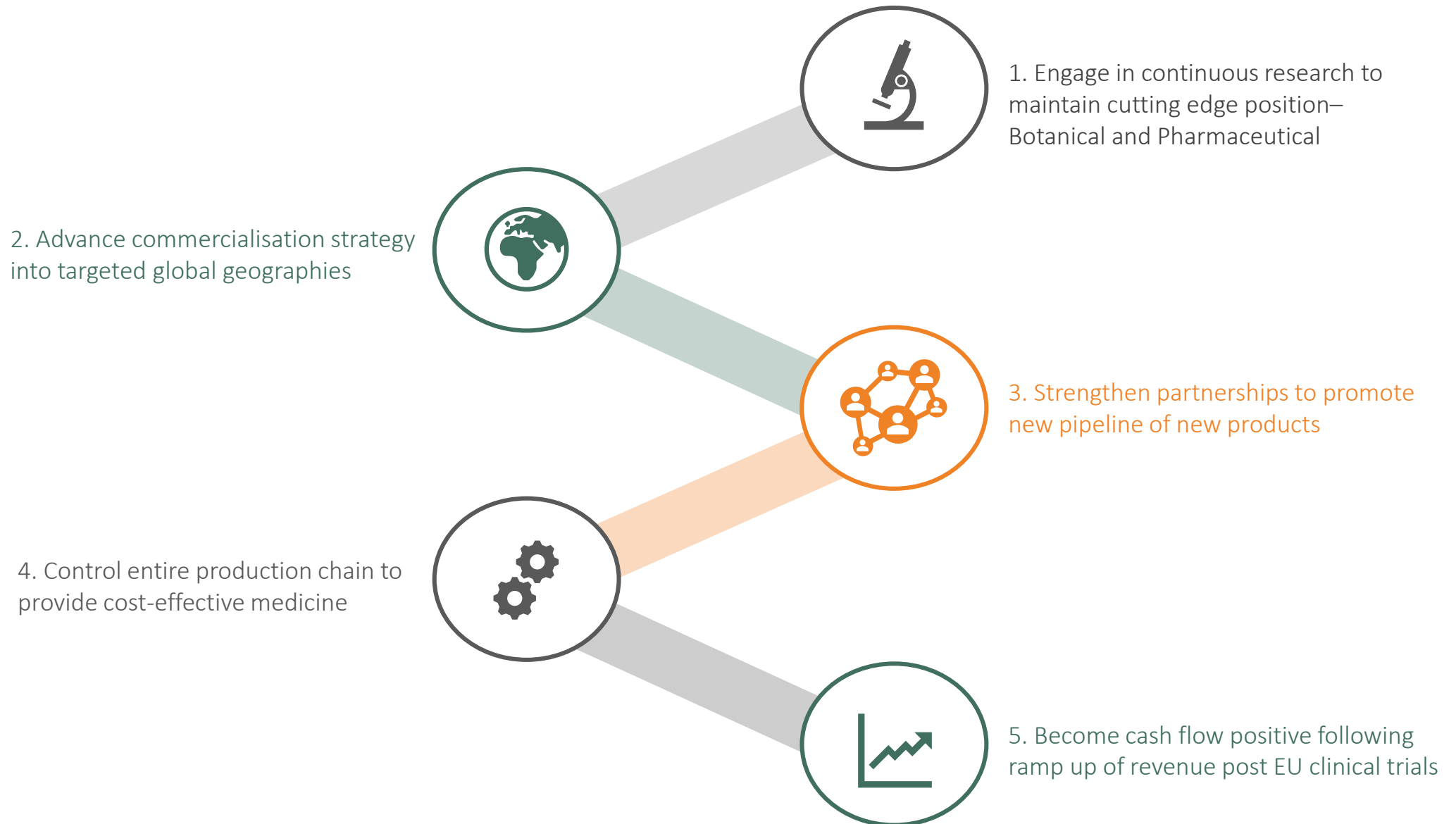
**Professor Stane Srčič**

Stane Srčič is a Professor of Pharmaceutics and Head of the Department of Pharmaceutics at the University of Ljubljana, where he held the position of Vice-Dean between 1996 and 2000. From 1987-88 he was Assistant and Associate Professor in Ljubljana before becoming a full Professor and taking on the role of Head of Department.



# Vision

Building an industry leading global bio-pharma company



# Company Snapshot

MGC Pharma is at the forefront of Global Phyto-Cannabinoid based medicines

## FIRST PRODUCT TO MARKET

- CannEpil™ is a phyto-cannabinoid product aimed for **drug-resistant epilepsy**
- Being provided to patients in Australia and UK via the **authorised prescriber scheme** ahead of registration
- Price point and **efficacy** will make it a strong alternative to current medicines

## BEST-IN-CLASS MANUFACTURING

- **EU GMP certification** granted for production of Phyto-Cannabinoid based Investigational Medicinal Products (in Europe)
- MGC Facilities are **unique** in Europe, allowing the development of medicines and API
- **SME approval** by the **European Medicines Agency** (EMA) for scientific advice and incentives

## RESEARCH EXCELLENCE

- Landmark collaboration agreement signed between MGC, RMIT and the Hebrew University to establish **CannaHub**
- Establishing the **Cannabis Medicine Library** focusing on research on melanoma and prostate cancer
- Developing the **CannEpil™ App**

## EDUCATION AND PATIENT ACCESS

- Strategic Alliance with Australia's leading epilepsy association, **Epilepsy Action Australia**
- MGC products will be introduced by EAA to members
- Collaboration on developing **C4E campaign** to increase awareness and access to medication



# Seed to Pharmacy Manufacturing

## Creation and Commercialisation of Phytocannabinoid-based products

### Global Operation

- Multi-National
- Pharma European R&D HQ in Slovenia
- Cultivation R&D in both Slovenia and Czech Republic

### New Centralised EU Hub

- Maltese Facility to become primary operations hub
- Fully integrated supply chain with easy access to European markets
- To involve a 5000m<sup>2</sup> EU GMP certified production facility and a 5000m<sup>2</sup> cultivation site

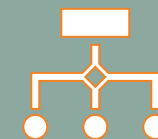
High THC >35% strains  
High CBD >20% Strains

Super Critical (Co<sup>2</sup>)  
Alcohol Extraction

Europe (EMA)  
Australia (TGA)

Europe  
Australia  
Israel

Europe  
Australia  
MENA



CULTIVATION

EXTRACTION

CLINICAL TRIALS

PRODUCT  
DEVELOPMENT

DISTRIBUTION

# Products – Pharmaceuticals

Targeting specific medical conditions such as epilepsy and Alzheimer's

## CANNÉPIL

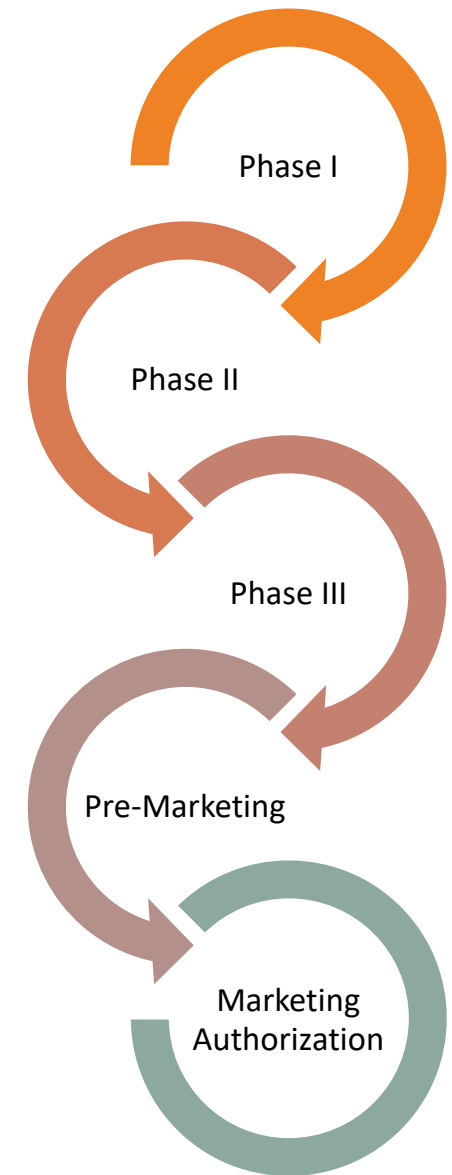
- Oral oil solution to treat seizures associated with drug resistant epilepsy
- Based on long term observation research published in Israel by Prof. Uri Kramer
- Phase IIB submitted in Slovenia for EMA
- Authorize Prescriber in Australia and UK

## COGNICANN

- GMP certified oral spray utilising a specific THC:CBD ratio for release of dementia symptoms
- Based on longitudinal research in Israel
- Phase IIB submitted in Australia, patient recruitment started
- Authorize Prescriber in Australia and UK

## INCANN

- BiActive Capsule for symptoms of Chron's disease and Irritable Bowel Disease (IBS)
- Based on observation research in Israel and Pre-clinical on humans in Europe



## FURTHER PRODUCT PIPELINE

Pipeline of phytocannabinoid based medications, APIs and unique formulations all manufactured under certified euGMP certified facilities to be used in pharmaceutical treatment and research

# CannEpil™

CannEpil™ is a Cannabinoid-based IMP used as a treatment for refractory epilepsy

## CANNÉPIL™

- Authorized to prescribe in Australia and UK through Early Patient Access Scheme
- Over 500,000 Epilepsy patients in UK
- Over 250,000 Epilepsy patients in Australia
- At least 6,000,000 people have epilepsy in Europe
- Approximately 30% of people with epilepsy have a drug-resistant form

CannEpil™ is an oral oil solution of cannabidiol (CBD) and (-)- trans- $\Delta^9$ -tetrahydrocannabinol (THC).

CannEpil™ is produced from two proprietary, preselected, specifically bred Genotypes of the cannabis plant with a stable and specific ratio of cannabinoids.

CannEpil™ is MGC's first pharmaceutical-grade medical product targeted for drug resistant (refractory) epilepsy, which accounts for approximately 30% of the people diagnosed with epilepsy.

### Neurological Disorders

#### Epilepsy

The global epilepsy medication market is approximately US\$3.7B

## FURTHER PRODUCT PIPELINE

Pipeline of phytocannabinoid based medications, APIs and unique formulations all manufactured under certified euGMP certified facilities to be used in pharmaceutical treatment and research

# CogniCann™

CogniCann™ designed to improve Dementia and Alzheimer patients quality of life

## COGNICANN

- Authorized to prescribe in Australia and UK through Early Patient Access Scheme
- Over 800,000 Dementia patients in UK
- Over 400,000 Dementia patients in Australia
- At least 10,000,000 people with Dementia in Europe

CogniCann™ is sublingual spray of cannabidiol (CBD) and (-)- trans- $\Delta^9$ -tetrahydrocannabinol (THC).

CogniCann™ is produced from two proprietary, preselected, specifically bred Genotypes of the cannabis plant with a stable and specific ratio of cannabinoids.

1ml of CogniCann™ contains 25mg THC and 17mg CBD. Beside THC and CBD, CannEpi™ contains a minor amount of additional specific cannabinoids and terpenes from cannabis plant that are working synergistically with CBD and THC to maximize the efficiency.

### Neurological Disorders

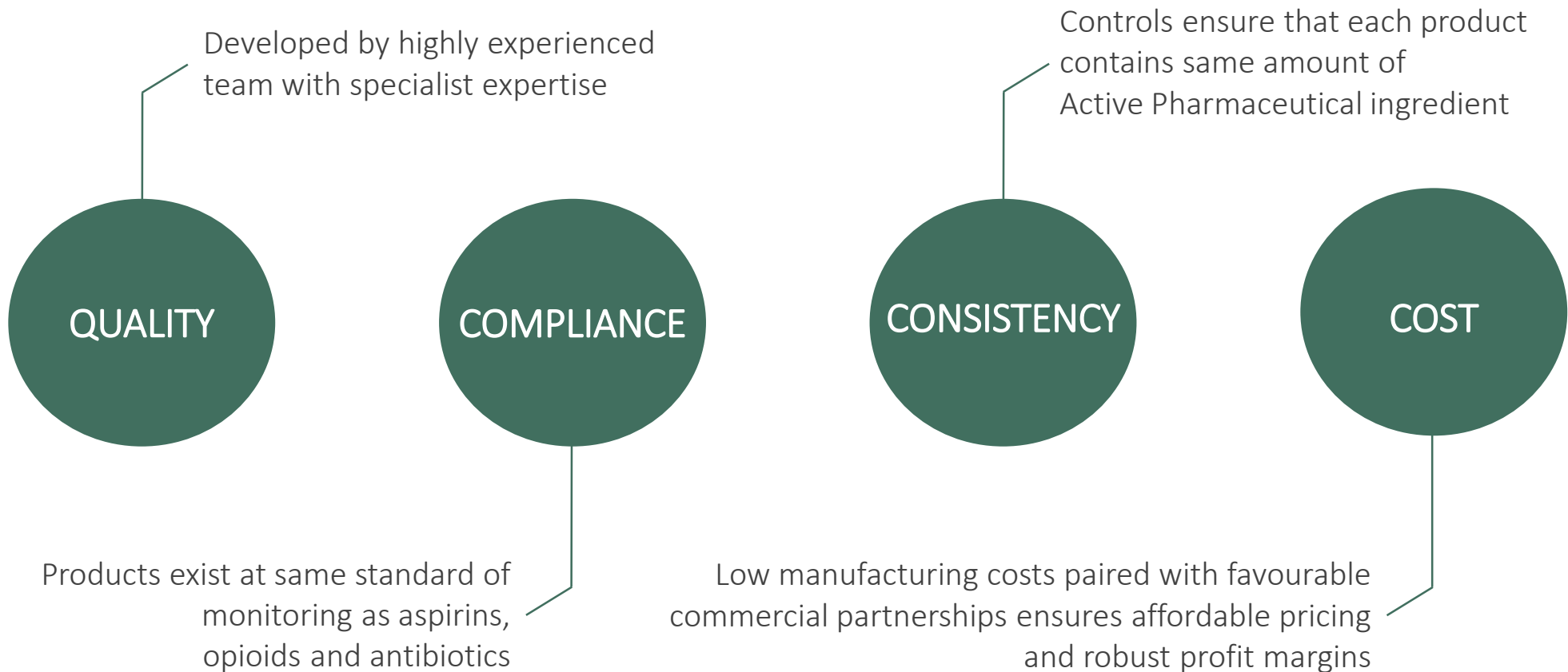
The Dementia medication market is approx. US\$14B

## FURTHER PRODUCT PIPELINE

Pipeline of phytocannabinoid based medications, APIs and unique formulations all manufactured under certified euGMP certified facilities to be used in pharmaceutical treatment and research

# Product Differentiators

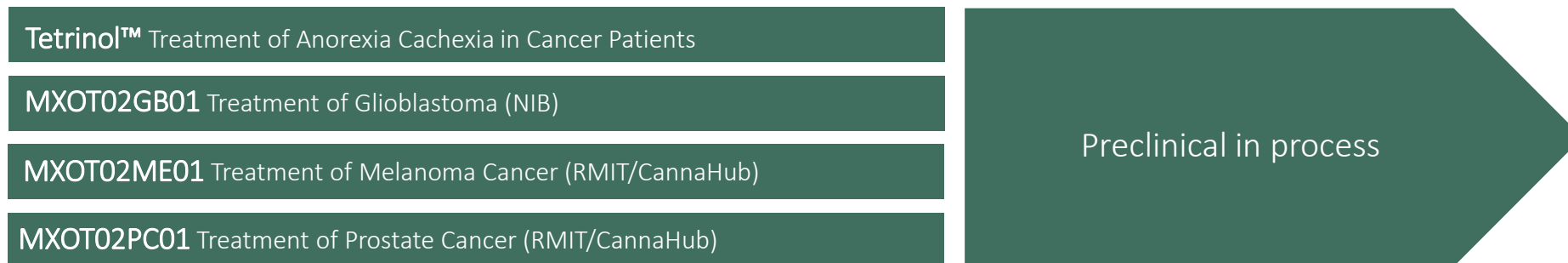
Establishing a definitively exemplary market reputation



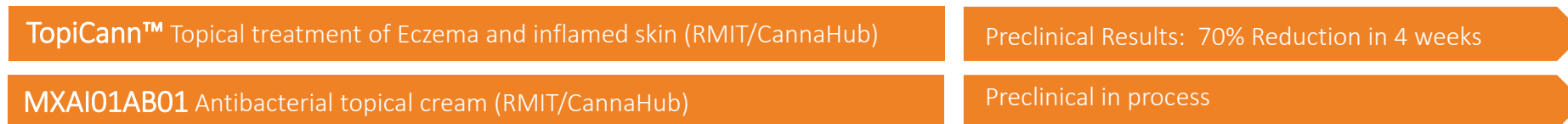
# Research and Development

- Developing pharmaceutical grade products that leverage its proprietary medical cannabis formula through successful clinical trials in Europe, Australia and Israel
- This will enable future medical product sales across the EU, Australia and other geographies, following the requisite legal and regulatory approvals

## ONCOLOGICAL & CANCER SIDE EFFECTS



## AUTOIMMUNE DISEASE – INFLAMMATORY





# Commercial Production: Malta

## MGC Pharma signs contract for full medical cannabis facility

The licence is subject to final legislative changes and presidential sign off that will permit the cultivation, production and commercialisation of medical cannabis and pharmaceutical grade medicines in Malta.

First federal bill on legalising medicinal cannabis in Malta passed in parliament during March 2019, and second bill passed on 16 April 2018



\*MGCZ Facility

## Medical Cannabis legalised in Malta – provides direct access to the EU

Malta is highly strategic for the success of the Company's EU focused business and operations plan.

Climate is ideal for cannabis cultivation and allows three crop cycles per year.

As part of the EU, Malta is favourable for the construction of large scale operations.

- MGC will establish turnkey “seed to pharma” state-of-the-art EU GMP production facility to provide its medicines globally
- Increased site to 6,000m<sup>2</sup> with a multi-story facility that includes a cultivation area of 5,000m<sup>2</sup> and production area of 5,000m<sup>2</sup>
- Access to existing operational and distribution pipelines in Europe and Australia
- Direct access to key emerging markets through the FDA Mutual Recognition agreement signed with Austria, Croatia, France, Italy, Malta, Spain, Sweden and the UK

# Malta: Providing Direct Access to the EU

Establishing a fully vertically integrated medical cannabis “Seed to Pharmacy” operation in the EU

+5000m <sup>2</sup> Maltese Medical Cannabis Production Facility		
Research	Greenhouse Facility	GMP Production and Manufacturing Facility
<ul style="list-style-type: none"><li>• Clinical research hub with the Malta Medical Cannabis Hub</li><li>• Pharmaceutical research into new medications utilising the benefits of Phyto-Cannabinoids</li></ul>	<ul style="list-style-type: none"><li>• Cultivation in greenhouse facility producing up to 3 crops p.a</li><li>• Full production capacity of approx. 8 tonnes of biomass annually</li><li>• Highly cost effective cultivation due to Mediterranean climate</li></ul>	<ul style="list-style-type: none"><li>• Production of pharmaceutical grade whole plant extracts from MGC’s unique genetics</li><li>• Production of final medicines for specific indications such as CannEpi™</li><li>• Production of Active Pharmaceutical Ingredients (API) for third parties compounding medications</li></ul>

- EU market estimate the production costs of raw materials to be approx. 1.2euro/gr
- More than 20% of EU production costs dedicated to energy and lights to compensate for adverse climate
- Malta’s climate is ideal for production with average yearly temperature of 23°C, lower energy costs to EU
- Malta provides large business incentives for the pharmaceutical industry

EU/UK  
US\$58bn market by 2028



Germany is one of the key EU markets that is at the forefront of leading the commercialisation of the industry in Europe.

# Distribution Partners

Extensive network in place providing access to hospitals, pharmacies and research institutions around the world



Distribution agreement with Health House and the wholesale/logistics agreement with Cannvalate signed.

Will bring product range includes CannEpi™, CogniCann™, MXP100 and MXC1:1 Australia wide

Cannvalate has a network of over 1,000 doctors and 600 pharmacies across Australia

Health House specialist as wholesales and distributes of medical cannabis to and in Australia



Distribution agreement with Grow Biotech and IPS, a UK based company, providing MGC Pharma direct access to their established distribution channels into the growing UK market, with a strong distribution network of over 5,500 pharmacies and an on-site pharmacy that can fulfil prescriptions direct to a patient's door.

This is a significant agreement for MGC Pharma, which provides us with official access into the UK medical cannabis market and an established network of distributors for our product



Supply & Distribution Agreement signed with European Pharmaceutical Company

MXC will supply medicinal cannabis flower products and CannEpi™

Founded in 2008, Lenis specialises in unlicensed medicines and niche therapeutic areas

Distributor of Gilead Sciences, Inc



Supply & Distribution Agreement signed with European Pharmaceutical Company

The agreement provides distribution rights into Malta, Italy, France, Spain Portugal, the Middle East and North Africa and the UK

Founded in 1978, AM MANGION has grown into a top ranking healthcare company

Distributor of Gilead Sciences, Inc



Exclusive distribution deal for Active Pharmaceutical Ingredients (API) grade extracts with leading laboratory equipment supplier Mikro+Polo

Slovenia's largest supplier of laboratory equipment, chemicals and diagnostics to established customer base of laboratories in Slovenia, Croatia and Bosnia

# Investment Case

Fully Integrated Model: Grow → Develop → Commercialise



## Built on Decades of Experience

Technical team of globally recognised scientists and doctors

## Focussed Operations

Two core divisions:

Research and Development

Seed-to-Pharmacy – medicinal and nutraceuticals

## Strategically Located

Operational bases close to key markets supported by corporate headquarters

## Robust Product Offering

Portfolio of established and upcoming products targeting key markets

## International Reach

Network of research and commercial partners globally

## Strong Market Outlook

Global cannabinoid market gaining traction

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