

Record medicinal cannabis sales achieved during Q3 FY2021

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 105.9m
Market Capitalisation ~\$49.8m

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

CONTACT

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- **3,789 MediCabilis™ units sold during Q3 FY2021 – a 61% increase on the prior quarter (Q2 FY2021: 2,360)**
- **Bod retained a 54% share of the Australian full plant high CBD product market during Q3 FY2021**
- **Total of 7,730 MediCabilis™ units sold during FY2021 – a 93% increase on total FY2020 volumes (FY2020 prescriptions: ~4,000)**
- **62% of quarterly sales were repeat prescriptions – highlights patient and physician product satisfaction**
- **Total of 11,810 MediCabilis™ units sold since first prescriptions in January 2019**
- **Growth underpinned by strong relationships with authorised prescribers and ongoing nationwide clinical study into anxiety, insomnia and Post Traumatic Stress Disorder**
- **Upward trajectory expected to continue as medicinal cannabis product uptake across Australia and the United Kingdom increases**

Sydney, Australia – 31 March 2021: Medicinal cannabis, CBD and hemp healthcare products company, Bod Australia Limited (“**Bod**”, or “the Company”) (ASX: BDA) is pleased to report that it has achieved record medicinal cannabis growth during Q3 FY2021, filling 3,789 MediCabilis™ prescriptions. This highlights a 61% increase on the previous quarter (Q2 FY2021: 2,360).

This is a major achievement for Bod and takes the total volume of MediCabilis™ units sold during FY2021 to 7,730, a 93% increase on total FY2020 volumes (total FY2020 prescriptions: ~4,000). Bod has now sold a total of 11,810 of MediCabilis™ products since first prescriptions in January 2019.

Pleasingly, 62% of the units sold during the period were repeat prescriptions. This is a continuing trend for the Company’s MediCabilis™ product and highlights the ongoing patient and physician satisfaction achieved in the Australian market.

Growth has been underpinned by Bod’s strong relationships with approved prescribers, educational initiatives with physicians and the Company’s Australia-wide clinical study to test the efficacy of MediCabilis™ when prescribed for conditions including anxiety, insomnia and Post Traumatic Stress Disorder (refer ASX announcement: 16 July 2020). Recruitment for the trial remains ongoing and relevant background for potential patients can be accessed through the Company’s website.

The upward trajectory in MediCabilis™ prescription volumes will add to the Company’s growing revenue profile. Bod anticipates that sales will continue to increase over the coming quarters in both Australia and the United Kingdom.

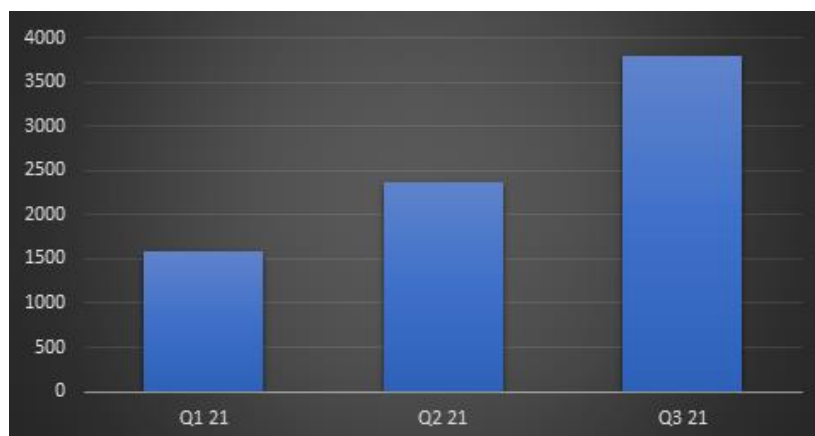


Image one: Total MediCabilis™ units sold on a quarterly basis

CEO Jo Patterson said: “MediCabilis™ is commonly prescribed for a range of chronic conditions including chronic pain and anxiety. These conditions are widespread and will always require a GMP pharmaceutical grade, standardised and consistent product, which is one of the key strengths of Bod’s offering. This competitive advantage is also one of the major reasons we continue to achieve strong prescription growth and maintain a significant share of the highly competitive full plant high CBD market in Australia.

“We expect that medicinal cannabis will gain further traction in the Australian and UK market. Bod established operations in place in both of these territories, so we expect our prescription volumes to continue to trend upwards. This will add to the Company’s growing revenue profile across the coming months.”

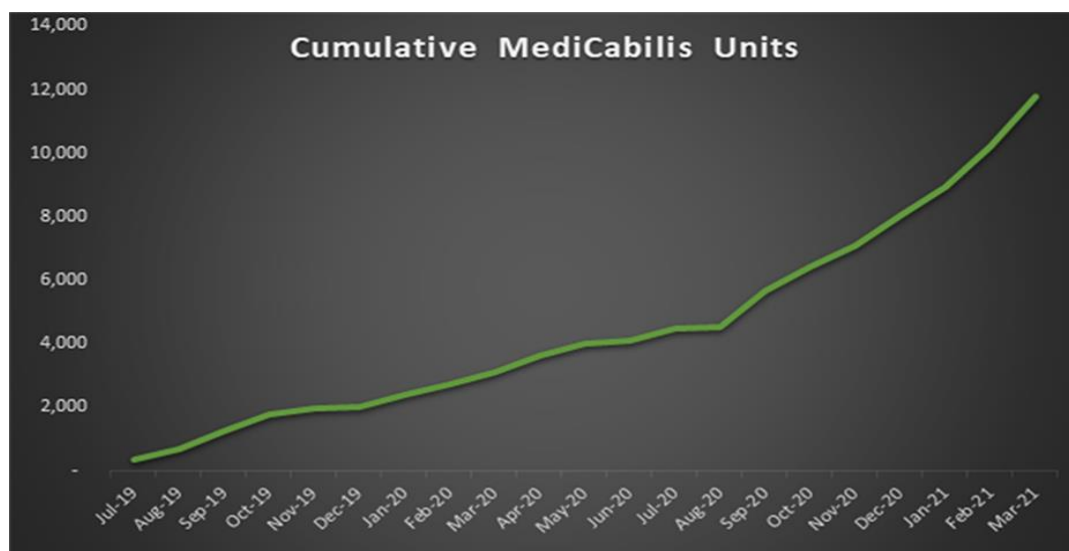


Image two: Cumulative units sold on a month-by-month basis

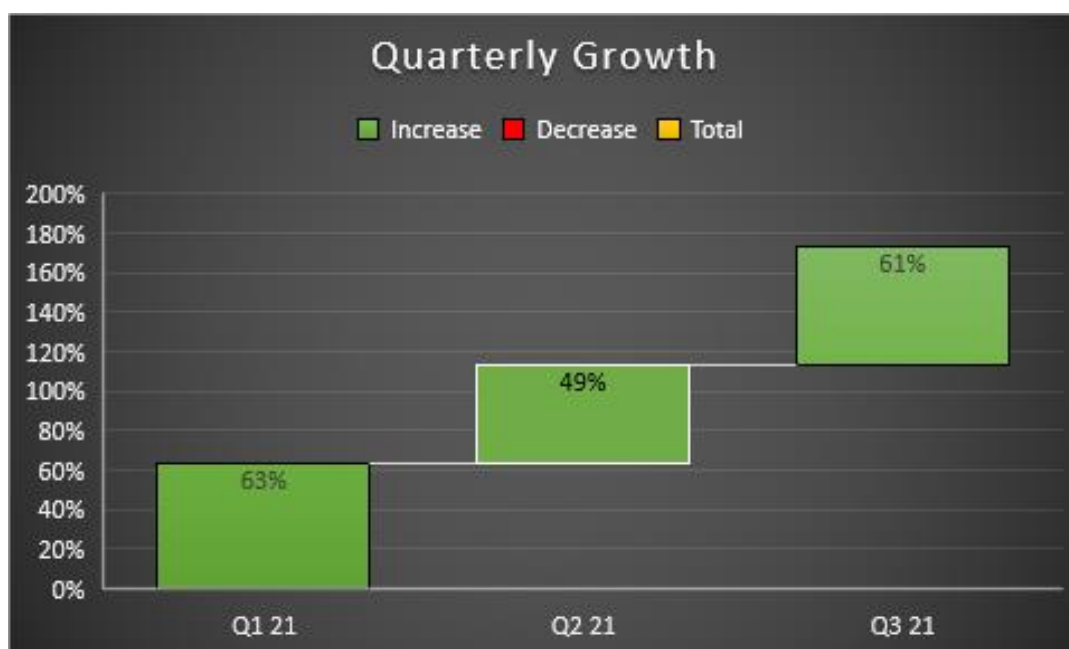


Image three: Quarter on quarter sales growth

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ABOUT BOD AUSTRALIA

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This announcement was authorised for release by the Board of Directors of Bod Australia Limited.

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