



# Investor Presentation

July 2023

**BOD SCIENCE LIMITED (ASX: BOD)**

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## **Non-IFRS measures:**

We supplement our financial information reporting determined under International Financial Reporting Standards (IFRS) with certain non-IFRS financial measures, including cost of goods sold and earnings before interest, tax, depreciation and amortisation (EBITDA). We believe that these measures provide meaningful information to assist management, investors and analysts in understanding our financial results and assessing our prospects for future performance. NonIFRS measures have not been subject to audit or review.

This presentation has been authorised for release by the Chief Executive Officer of Bod Australia Limited





Bod Science (ASX: **BOD**) is a leading drug development and product innovation company, backed by clinical research.



# Corporate Snapshot



## Capital Structure

SHARES ON ISSUE **153.1M**

MARKET CAP **\$13.6M**  
AT \$0.09 PER SHARE\*

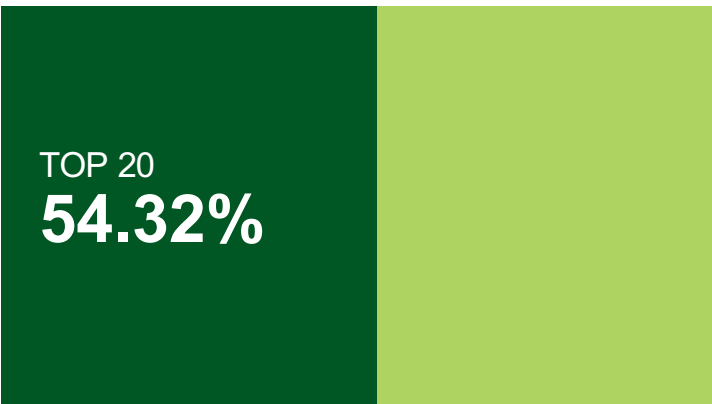
CASH **~\$3.3M**  
AT 31 MARCH 2023

R&D TAX DEBT **\$963,000\*\***

\*Closing share price on 5<sup>th</sup> June 2023

\*\* As at 30<sup>th</sup> June 2023

## Substantial Shareholders



HEALTH & HAPPINESS GROUP : **9.83%**

SG HISCOCK: **8.53%**

DUTCH INK (2010) PTY LTD: **8.15%**

MS JO PATTERSON: **4.34%**

MR CRAIG WELLER: **3.21%**

MR DAVID BAKER: **2.93%**

## Board and Management



**DAVID BAKER**  
Chairman



**JO PATTERSON**  
Chief Executive Officer



**GEORGE LIVERY**  
Non-Executive Director



**AKASH BEDI**  
Non-Executive Director

AS AT JULY 2023

# Investment Highlights



**Market Capitalisation: \$13.6M** AT \$0.09 PER SHARE\*\*      **Cash: ~\$3.3M** AT 31 MARCH 2023



**Expanding Bod’s medicinal cannabis and non-cannabis product portfolio**

**2 Exclusive supply relationships**



**2 Gold standard clinical trials pipeline**

Completion near-term, results imminent

**3 Unique delivery assets**



**4 Research collaborations**

- Woolcock Institute of Medical Research
- Lambert Initiative
- UTS
- Kings College London – Cannabis and mental health product development

Corporate Snapshot
Introduction to BOD
Aqua Phase
Schedule 3 Insomnia Trial
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# Developing Unique Treatments for Large Addressable Markets



Bod is focused on utilising **novel** and **new cannabis formulations** to develop products targeting a number of **global unmet need states** including **insomnia**, **anxiety** and **anti-ageing**.

**Bod’s** product development is **supported by R&D** and maintains a value proposition of **pharmaceutical** grade **Good Manufacturing Practice** and patent protected products.

**Insomnia**  
US\$6.43 billion by 2027.<sup>1</sup>  
Combined pharmacological and nonpharmacological global treatment markets

**Anxiety**  
US\$18.3 billion treatment market by 2025.<sup>2</sup>  
Combined pharmacological and Nonpharmacological global treatment markets

**Anti-ageing**  
The CBD skincare market is forecast to grow at a CAGR of 32.9% resulting in a total market of US\$1.7 billion by 2025.<sup>3</sup>  
Global topical skincare treatment markets

**General Health & Wellness**  
A rise in both consumer interest and new products coming to market will see the sector grow 5 to 10% annually and reach US\$1.5 trillion by 2030.<sup>4</sup>  
Brazil, China, Germany, Japan, United Kingdom & United States combined treatment markets

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# AquaPhase

## Delivery Technology

# Aqua Phase - The Technology



Bod has the right to acquire a world-first invention known as ‘Aqua Phase’ and related assets (“Aqua Phase”), from two inventors located in the United Kingdom<sup>1</sup>

**CBD and other lipophilic compounds intrinsically have poor solubility which leads to reduced biological absorption**

Aqua Phase has significant enhancement over previous modified starch technology and provides a 10,000 fold increase in solubility compared with 10 times using the current methodology



**Aqua Phase technology process increases water solubility which leads to increased bioavailability**

Specific mechanical and heating processes deliver a complex that is flavourless, colourless and stable. This leads to significantly increased solubility which in turn leads to faster onset, better efficacy and lower dosing, resulting in fewer and lower side effects.

**Finished product to be presented in multiple formats**

Bulk powders, capsules, tablets, fast dissolves and concentrates with application in fast-growing supplement and pharmaceutical sectors.





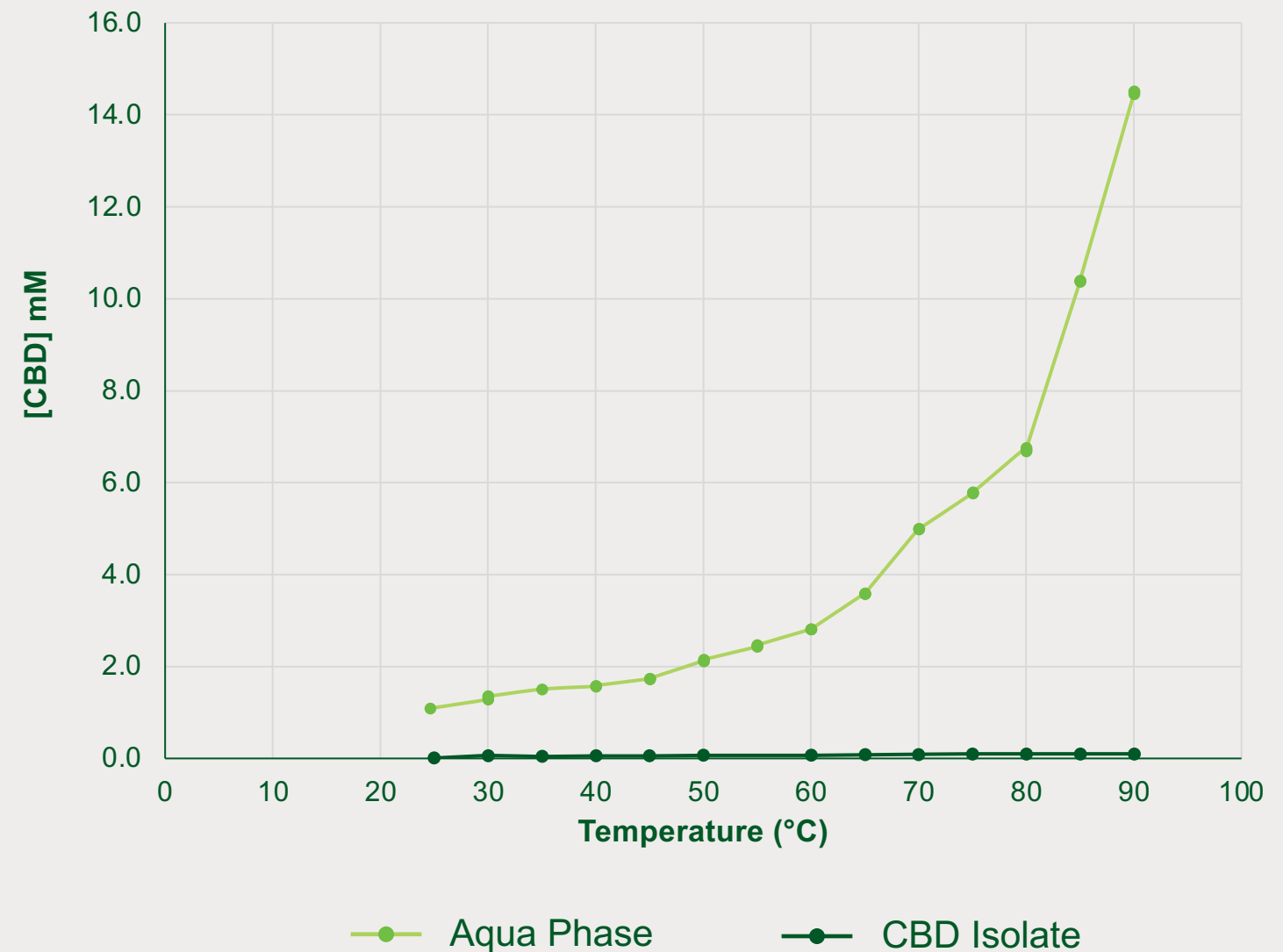
# Solubility Comparison

## UV Analytical Results

- The solubility of the complexed CBD is many thousandfold greater than that of CBD isolate
- Solubility increases exponentially rather than linearly due to patented complexation process (Aqua Phase)
- We anticipate this effect for any lipophilic molecule complexed with Aqua Phase because of the chemistry
- Published data for CBD solubility is 0.2  $\mu\text{M}$ \* versus complexed CBD is 1.6 - 2.7 mM at body temperature







Solubility of Aqua Phase (Complexed)  
vs CBD isolate (Un-complexed)

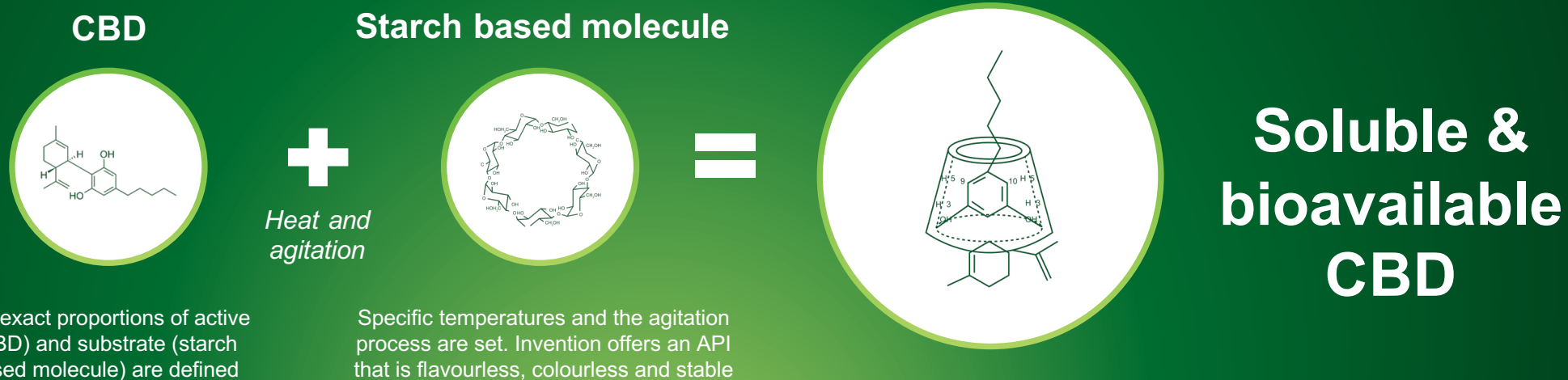


# Aqua Phase – Pharmacokinetic Studies



	 Trial	 Participants	 Study	 Endpoints
STUDY 1	Aqua Phase PK Study, bioavailability in capillary blood of CBD using Aqua Phase technology compared with CBD in Medium-chain Triglyceride (MCT) Oil	10	Two arm crossover of AquaPhase CBD 100mg OR CBD 100mg in MCT oil	To assess and compare the absorption of both CBD formulations
STUDY 2	Phase I Aqua Phase PK Study, bioavailability in venous blood of CBD using Aqua Phase technology compared with CBD in MCT Oil	12	Randomised, crossover study of AquaPhase CBD 100mg OR CBD 100mg in MCT oil	To assess and compare the absorption of both CBD formulations

**Figure 1:** Schematic representation of the Aqua Phase CBD combination



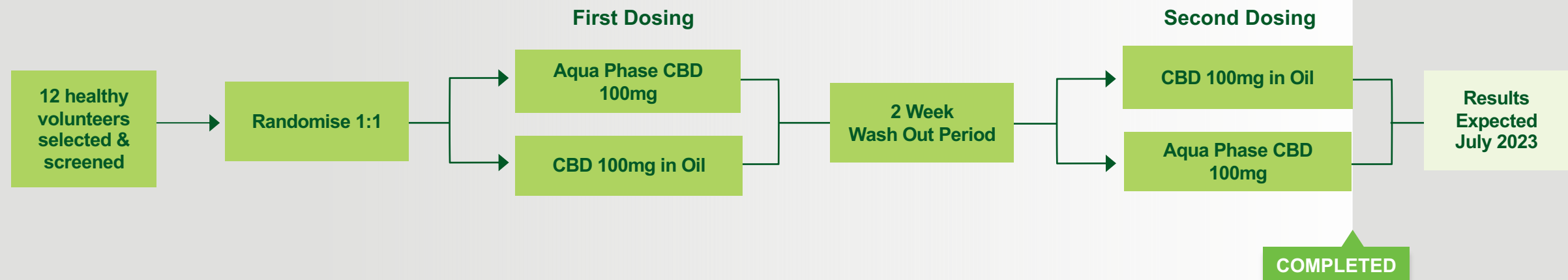
# Aqua Phase Pharmacokinetic Studies Timelines



## Aqua Phase PK Study, Bioavailability in Capillary Blood



## Phase I Aqua Phase PK Study, Bioavailability in Venous Blood





# Aqua Phase Opportunities

## - Beyond Cannabinoids



### Immediate Opportunities:

- Leverage food and pharmaceutical applications for Aqua Phase with cannabinoids globally
- Licence AquaPhase powder and liquids containing CBD and other cannabinoids



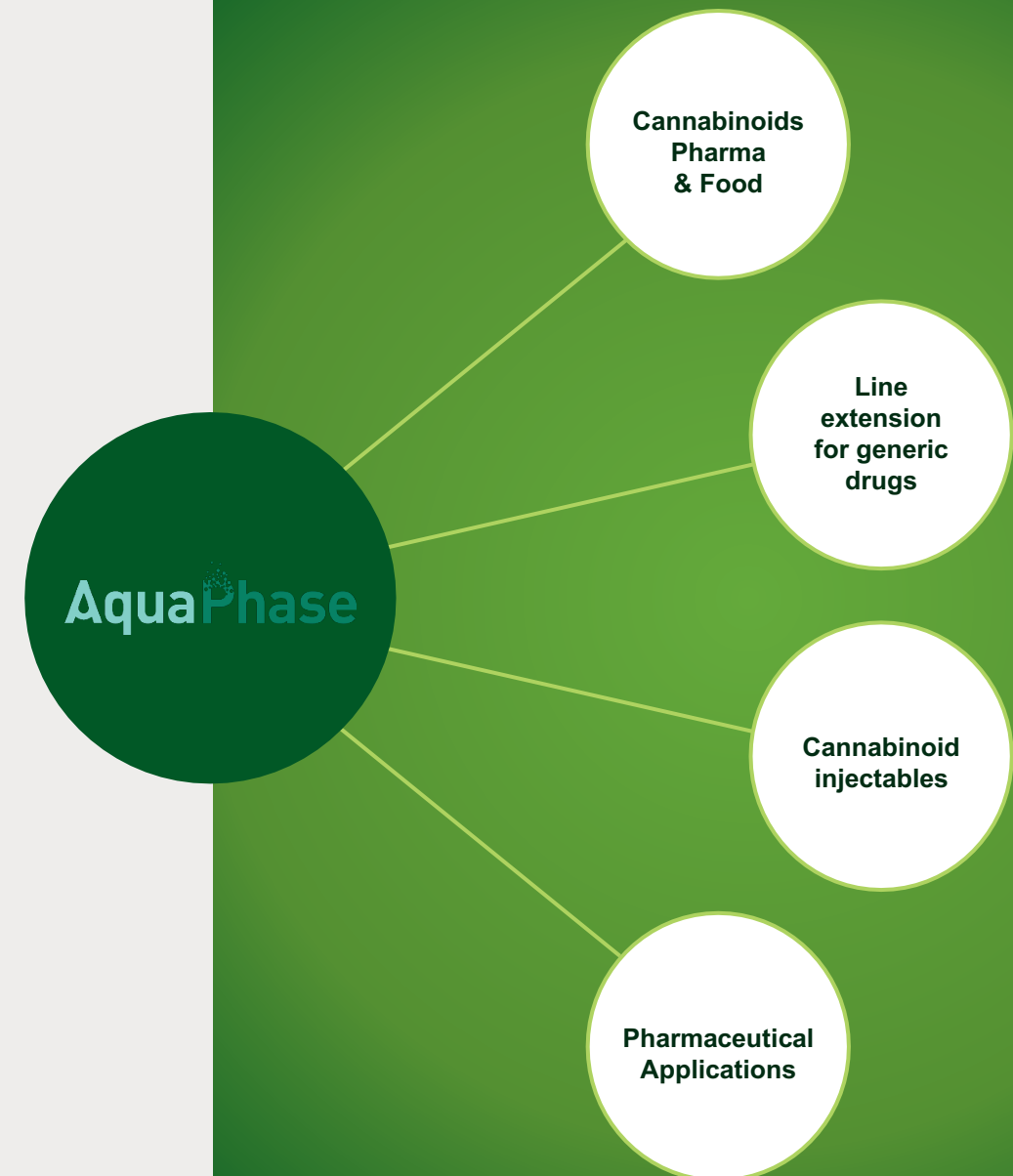
### Short-Term Opportunities (0-1 years):

- License AquaPhase to existing pharmaceutical owners of products containing modified starch – line extensions
- Formulation of cannabinoid injectables e.g. pain management, skincare and botox



### Medium Term Opportunities (1-3 years):

- Develop pharmaceutical applications for specific lipophilic compounds that are patentable:  
Initial focus
  - CNS (Clozapine)
  - Cardiovascular (Atorvastin)



# CAN-REST (Phase IIb) Insomnia Clinical Trial for Schedule 3 CBD

# Phase IIB Insomnia Clinical Trial for Over The Counter (OTC) CBD Medication



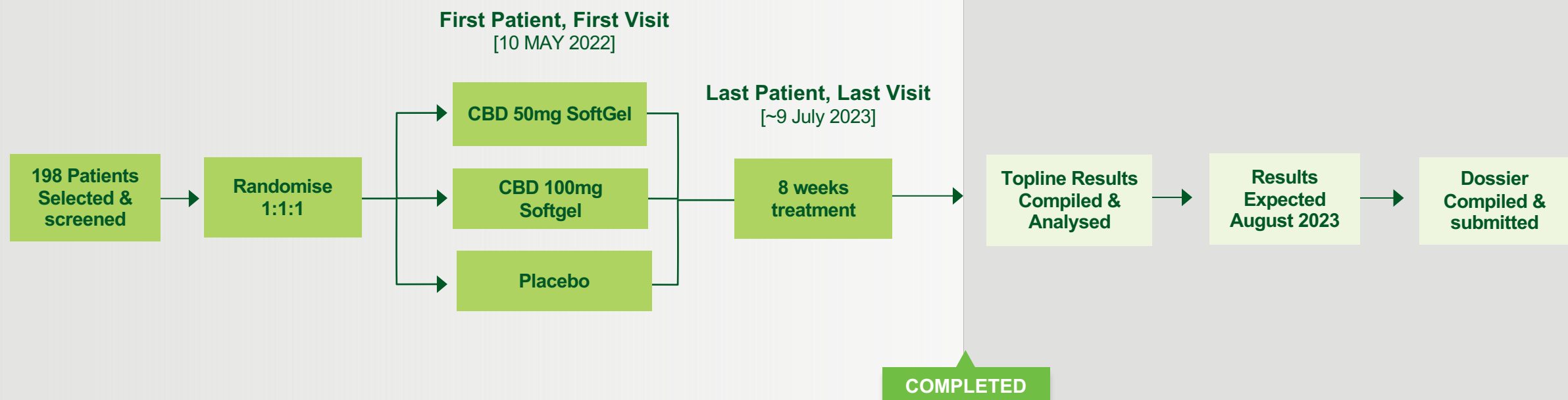
Bod expects to deliver the **first** Over the Counter (OTC) **Cannabis** product for the Australian Market. Successful ARTG registration will elevate Bod to be **one of only two companies globally** to have a registered Cannabis product (the other being Jazz Pharma)

- In conjunction with The Woolcock Institute of Medical Research, Bod is undertaking a clinical trial testing the efficacy of Bod's CBD Bioabsorb Softgel when used to treat insomnia for the OTC market in Australia
- An ARTG registration is granted under the TGA regime. It requires the submission of a dossier, including results of a gold standard clinical trial (double blinded placebo) and efficacy results relating to the primary end point
- An approval will have a significant impact on access for customers/patients with insomnia or sleeplessness disorders. The product will no longer require a prescription and will be available through pharmacies
- It will set the benchmark for future studies and submissions to the TGA and registrations of Cannabis products
- If successful, Bod will have first mover advantage in a significant market (being Australia), along with opportunities to utilize the dossier into other major markets





# Phase IIB Insomnia Clinical Trial for Schedule 3 CBD Medication



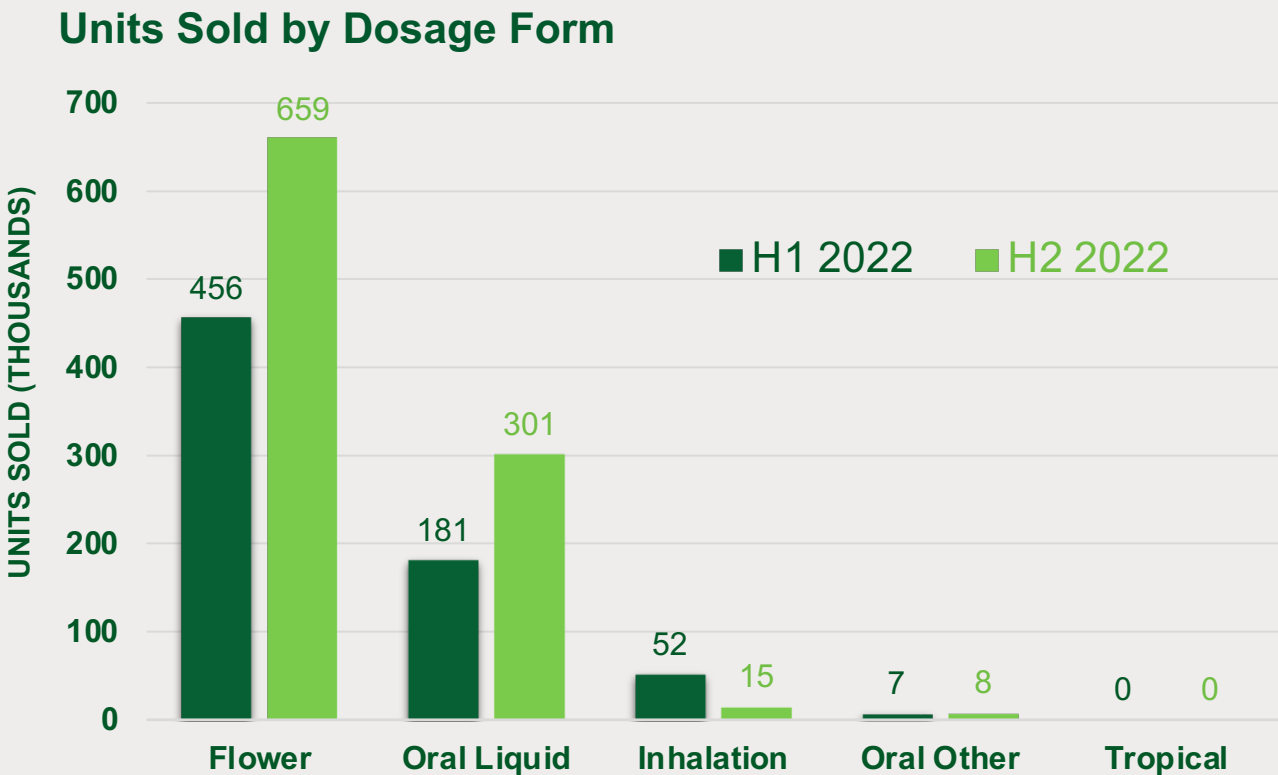
# Critical timeline for Bod's OTC Clinical Trial



# Opportunities to expand our medicinal cannabis portfolio

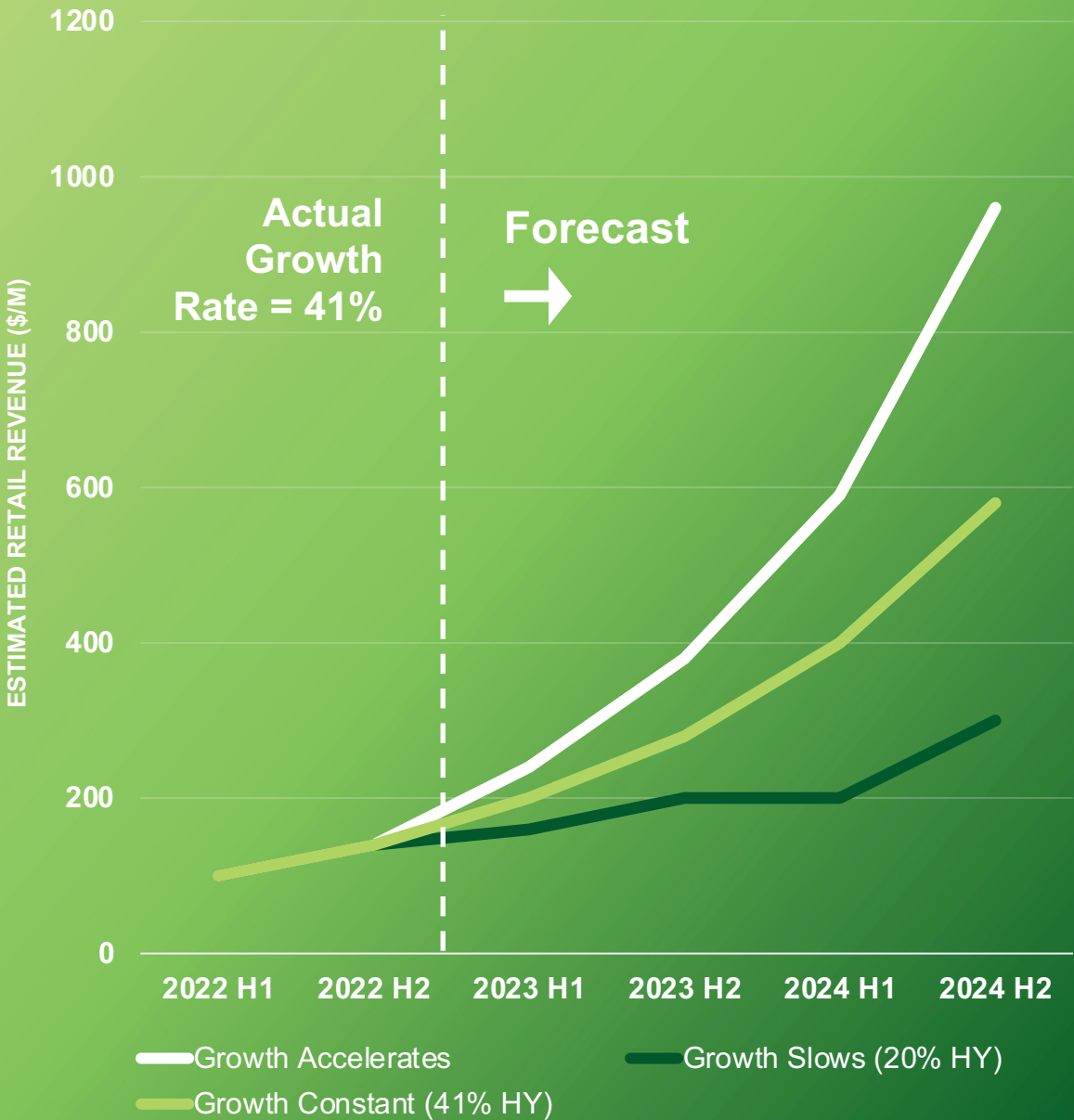
Driven by worldwide demand, Medicinal Cannabis is expected to surge at a growth rate of 42% from 2022 to 2024\*

The **Australian** medical **cannabis market** retail value was estimated at **AUD \$244m** in **2022** with Flower as dosage form contributing AUD \$156m of total



\*Penington Institute, Rhys Cohen, March 2023

## Australian Domestic Market Growth Forecast



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# Management Team



**Jo Patterson**  
CEO

**Jo is a CEO with over 25 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 organizations towards growth and merger trajectories. Jo has held multiple CEO and Managing Director roles over her career.

Jo holds a Master of Business and completed the YPO Harvard Executive Management Program.



**Craig Weller**  
CTO

**Craig has over 35 years experience in sales, marketing and general management working in large pharmaceutical companies.**

Craig spent the early part his career with the global healthcare giant, Abbott Laboratories. He held several leadership positions spanning nutritional and specialty pharmaceutical divisions. He became involved with evidence based plant medicines working with the global company Soho Floris International in the role of General Manger Asia.

Craig holds a Bachelor of Science and a Graduate Diploma of Dietetics as well as a Master of Business.



**Adrian Sturrock**  
CFO

**Adrian is a Chartered Accountant with 18 years' experience leading finance teams in ASX-listed companies.**

With strong financial reporting skills, he has high analytical skills and has demonstrated leadership and effective communications throughout his career.

He is passionate about coaching and developing finance teams to achieve high performance and continuously looks for ways to improve systems and processes.



**Janet Wilson**  
Head of R&D

**Janet has 30 years experience in clinical research, focusing in translational and early phase development.**

Janet brings strategic and operational experience in the area of drug development. Her expertise has been gained in diverse therapeutic areas and products and she has worked in a wide range of both private and listed pharmaceutical, biotech and research organisations.

Janet initially qualified as an RN and holds a Master of Medical Science in pharmaceutical drug development.

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# Industry Leading Scientific Advisory Board



**Associate Professor Arman Sabet MD, FRACP**

**A medical doctor and the Head of the Neurology Department at Gold Coast University Hospital and an Associate Professor of Neurology at Griffith University.**

Dr Sabet specializes in the treatment and management of neurological disorders, with special interest in the utility of medical cannabis in clinical settings to help give patients the improved quality of life.

Dr Sabet provides crucial clinical insight and valuable expertise into neurological disorders.



**Professor Andrew McLachlan AM, PHD**

**Head of School and Dean at the Sydney Pharmacy School, The University of Sydney.**

Professor McLachlan is a trained pharmacist, university academic and scientific researcher with experience in clinical pharmacology and the quality use of medicines.

Professor McLachlan is the former chair of a human research ethics committee and serves on Australian Government Committees related to medicines policy, evaluation, regulation and antidoping.

Professor McLachlan provides invaluable expertise on clinical pharmaceutical research as well as the processes around drug development.

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# Near Term Value Drivers

- 1

**Completion of a PK study on Aqua Phase comparing with CBD in oil**

Validation of Aqua Phase, multiple commercialisation pathways
- 2

**Completion of Phase IIb study of CBD for Insomnia for TGA ARTG registration**

First mover advantage in estimated \$200m+ Australian market. Potential to achieve registrations in other jurisdictions
- 3

**Expansion into the Malaysian market through collaboration with Antah Pharma**

Exclusive access to a new market. Lead on clinical trials to support market access
- 4

**Expansion of Medical Cannabis Product Portfolio**

Introducing a range of new medicinal products to support revenue growth



# Why Invest



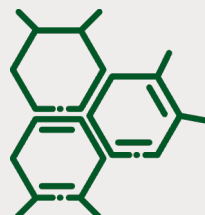
## Revenue Generating

Near term value catalysts will build on revenue opportunities across the business including the expansion of the medical cannabis product portfolio and market expansion



## Near term value catalysts

Bod has a number of near-term value catalysts including the Can-Rest trial; successful completion of Aqua Phase Acquisition; market expansion into Malaysia; and additional strategic agreements with partners



## World Class Technology

Strategic acquisition of ‘Aqua Phase’ offering world first drug delivery technology with superior bioavailability and solubility. Optionality to commercialize valuable assets within cannabis segment and beyond to unlock value through new products globally.





# Thank You

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