

## Bod’s medicinal cannabis prescription sales off to a strong start in CY2020

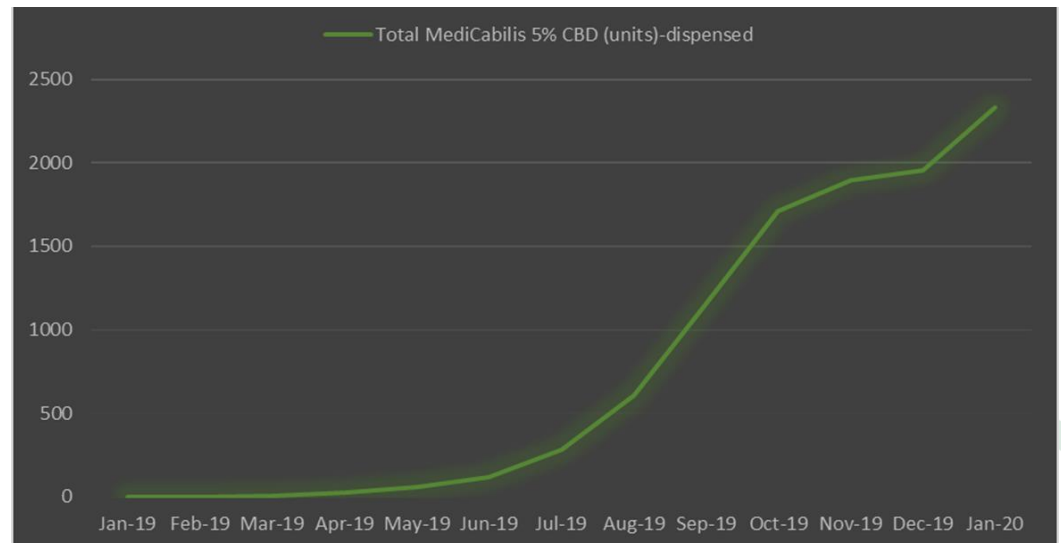
- **373 prescriptions of Bod’s medicinal cannabis product MediCabilis™ filled in January 2020 – third largest volume month on record**
- **2,330 prescriptions filled since first sales in January 2019**
- **Significant growth in prescription numbers anticipated and driven by:**
  - **UK market entry this month**
  - **New 2.5% and 10% CBD isolate products available for Q3 prescriptions and increases addressable market by 32%**

**Sydney, Australia – 18 February 2020:** Medicinal cannabis healthcare products company, Bod Australia Limited (“Bod”, the “Company”) (ASX: BDA) is pleased to report a strong start to MediCabilis™ prescription sales in 2020 with 373 prescriptions filled in January, the third largest month on record.

Bod has now filled a total of 2,330 prescriptions since the sale of MediCabilis™ commenced in January 2019 when the first prescription was filled. The cumulative growth in sales clearly illustrates the traction MediCabilis™ has achieved in Australia and how a large number of new and repeat patients are embracing the product.

Material growth in prescription numbers during 2020 is expected given the Company’s pending entry into the UK market this month, and the introduction of the 2.5% and 10% MediCabilis™ products (refer ASX announcement: 11 February 2020) in Q3.

The introduction of the 2.5% and 10% CBD isolate products allows Bod to pursue a further 32%<sup>i</sup> of the prescription market. This is a less competitive segment, given the lack of CBD isolate products available to patients and physicians. Further, both the 2.5% and 10% isolate products will be dispensed as Schedule 4 medicines, meaning lower prescription restrictions.



**Image one:** Cumulative units sold on a month-by-month basis (January 2019 to January 2020)

**CEO Jo Patterson said:** “Growth in prescription numbers for January is very encouraging and we are pleased to witness this steady increase in sales.

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 **84.2m**  
 Market Capitalisation **~\$24.7m**

### 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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“Over the course of CY2020 we anticipate prescription volumes will grow significantly given two key events. Firstly, our planned UK market entry, which is happening this month, and the commencement of sales of the two new products we are introducing.

“As recently flagged, the 2.5% and 10% CBD isolate products grows our addressable market by 32% which is material. Added to which, there is much less competition in this segment of the market so we have a great opportunity and a larger sales footprint. Bod is therefore well primed to drive prescription number growth.”

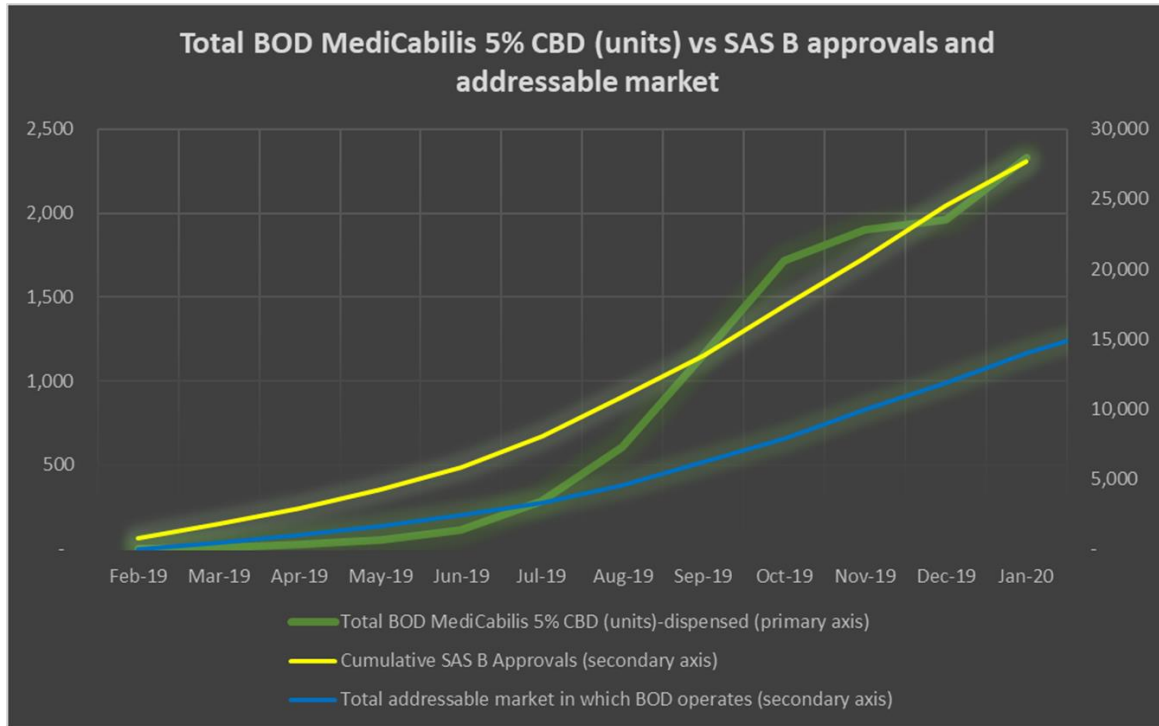


Image two: Total MediCabilis™ units sold compared to Special Access Scheme Category B approvals and addressable market

**This announcement has been authorised by the Board of Bod Australia Limited.**

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## ABOUT BOD AUSTRALIA

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**For more information please contact:**

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<sup>i</sup> FreshLeaf Analytics Report – Q3 2019

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