

Annual Shareholders Meeting October 2021 Rua Bioscience Limited (Rua) is a New Zealand pharmaceutical company aiming to be a leading producer of cannabinoid derived medicines. This presentation and the information contained in or accompanying this presentation are not, and are under no circumstances to be construed as, an invitation to subscribe for, or an offer of, shares, securities or financial products to any person, in any country or the basis for a contract, financial advice, other advice or recommendation to conclude any transaction for the purchase or sale of any security, loan or other instrument. This presentation has not been independently verified. Neither Rua nor any of its directors, officers, shareholders, advisors, agents or employees make any representation or warranty as to the accuracy or completeness of the information contained in this presentation and those parties shall have no liability for any statement, opinion, information or matters arising out of, contained in, or for any omissions from, or failure to correct or update any information in, this presentation or any other communications transmitted to you in relation to this presentation.



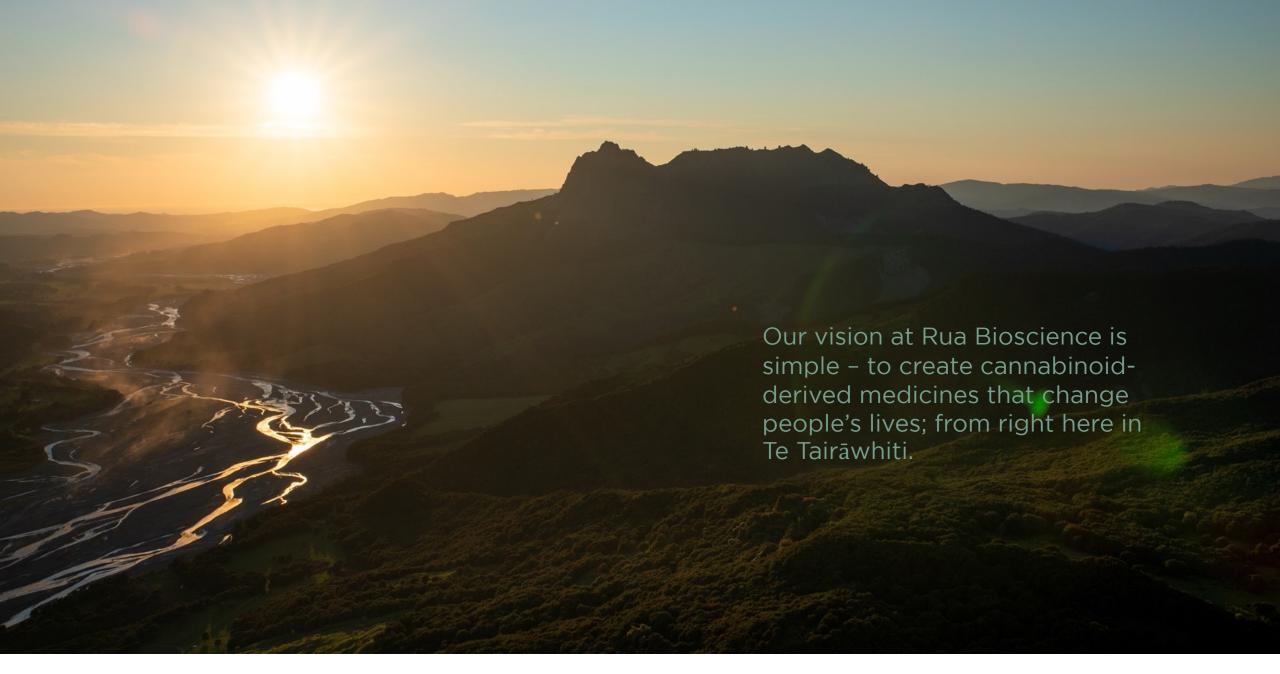
# Company Overview and Chair's Address













# Te Rautaki o Rua

## Our Strategy – Focus and Objectives



Creating Unique Product and Plant IP

- Create unique, sustainable and protected IP, cultivation techniques
- Develop commercially viable varieties of cultivars
- Use research partners to develop IP



Developing New Products and Markets

- Create new, protected product formulations
- Develop new, attractive markets
- Achieve sustainable revenue



Optimising Cultivation and Processing

- Achieve excellence in cultivation & processing techniques
- Develop cultivation partnerships to expand production
- Obtain licences and approvals for all processes, products, markets



**Developing our People** 

- Build a capable and committed team
- Create employment pathways for Te Tairāwhiti residents

# **Te Paori Ringatohu**Board of Directors



Independent Chairman Heamana Whakatū Pū Wehe Kē

Appointed August 2019.



Director,
Co-Founder
Kaiwhakaū /
Ringatohu
Ngāti
Uepohatu,
Ngāti Porou

Appointed October 2017.



Director Ringatohu Whakatū Pū Wehe Kē

Appointed December 2019.



Independent
Director
Ringatohu
Whakatū Pū
Pehe Kē

Appointed May 2019.



Independent
Director
Ringatohu
Whakatū Pū
Pehe Kē

Appointed Nov 2018.



## Māwhiti mai ki ngā Whakatutukitanga Achievements at a Glance



Successfully listed on NZX.



Built new facilities in Ruatorea and Tūranga /Gisborne.



Signed exclusive New Zealand supplier sales agreement with Nimbus Health in Germany.



Received commercial licence to grow and supply cannabisderived medicines.



Exported first sample medicinal cannabis flower to Germany.



## Māwhiti mai ki ngā Whakatutukitanga Achievements at a Glance



Attracted key staff critical to the commercialisat ion of Rua operations.



Announced hyperspectral imaging project with the University of Waikato.



Developed the Rua Sustainability Framework.



Received commercial licence to grow and supply cannabisderived medicines.



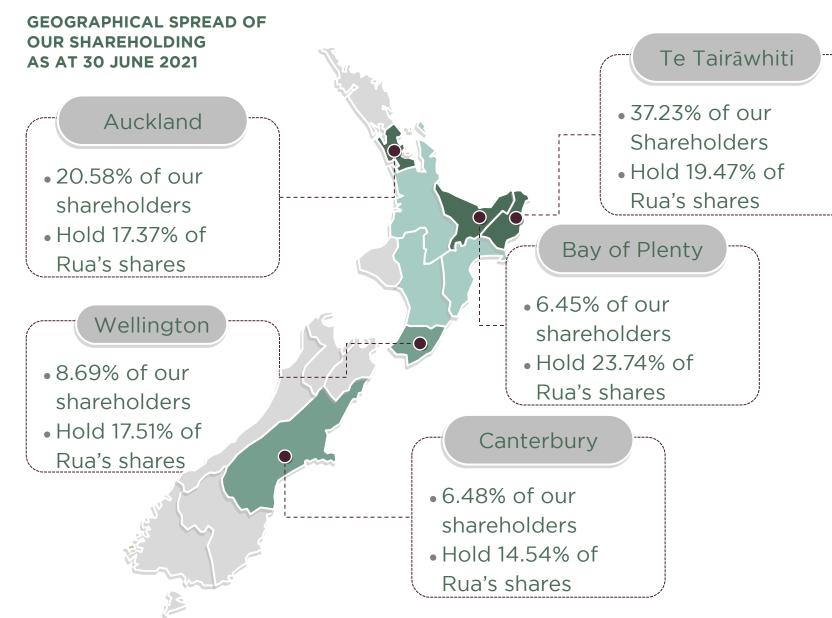
Received GMP Certification of our Gisborne manufacturing facility and first product.



# **Nga Kaipupuri Hea**Our Shareholders

As at 30 June 2021:

- 2,901 shareholders
- 97.59% of our shareholders reside in New Zealand
- 37.23% reside in Te Tairāwhiti





# **Nga Kaipupuri Hea**Our Shareholders

#### **Top 10 Holders**

- 1. Fang Group Investment Ltd
- 2. Hikurangi Bioactives Ltd Partnership
- 3. Tailorspace Capital Ltd
- 4. NZ Depository Nominee Ltd
- 5. Andrew Charles Williams
- 6. FNZ Custodians Ltd
- 7. Ridings Brothers Ltd
- 8. Custodial Services Ltd
- 9. Wakaroma A/C
- 10. Forsyth Barr Custodians Limited



# Chief Executive Officer's Presentation







# Hanga Wāriu Creating Value

#### Good Manufacturing Practice (GMP) Certification

Globally recognised minimum standards for the manufacture of medicines.

Prerequisite for commercial production.

Key step on the path to revenue.

Rua began audit in November 2020 and achieved GMP certification of the Gisborne Manufacturing site on 28th September 2021.







# Hanga Wāriu Creating Value

# Progress on Cultivation Optimization and Capacity

Well advanced in establishing our commercial cultivars.

Rua has signed three supply agreements with grower partners and an R&D supply agreement.

Trial started with the East Coast Cannabis Company on site in October 2021.



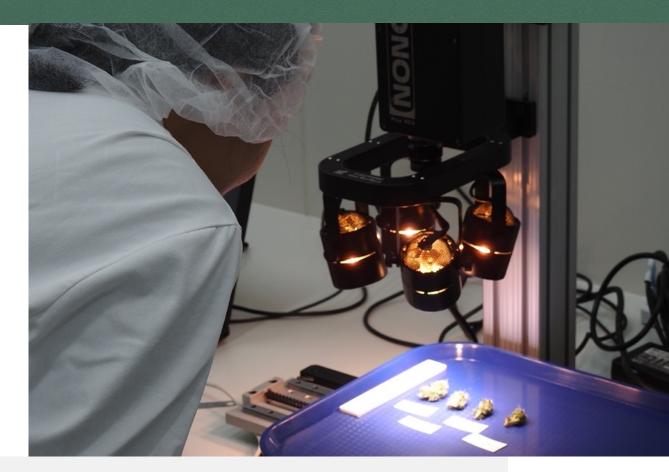




# Hanga Wāriu Creating Value

#### **Research and Development**

Rua announced a ground-breaking, twoyear research programme to investigate the application of hyperspectral technology to the cultivation and assessment of medicinal cannabis, paving the way for Rua to enter New Zealand's booming agritech sector.



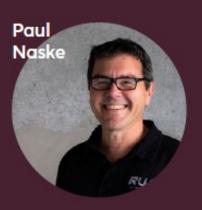


# **Ngā Pou Matua** Senior Management













Chief Executive Officer Kaiwhakahāere Matua Innovation and Regulation, Co-Founder Kaiwhakaū / Kaihautu

Ngāti Pūkenga, Ngāti Hauā Chief Financial
Officer
Āpiha
Kaiwhakahāere
Pūtea

Ngāti Ruanui

Chief
Operations
Officer
Āpiha
Kaitohutohu
Matua

Chief Research
Officer
Āpiha
Kairangahau
Matua

Chief Commercial Officer Āpiha Kaihoko Matua



# Ngā Whakaurunga Āmua Recruiting for the Future

Len Walker

Ngāti Porou, Aitanga-a-Hauiti, Te Whānau-a-Apanui Kaiwhakahāere hangahanga Cultivation Manager MBA

Len returns home having carved out an impressive management career in the Dairy industry that takes in Tui Co-operative Dairy Company, the NZ Dairy Research Institute, Edendale, Open Country Miraka, and Westland Milk Product.

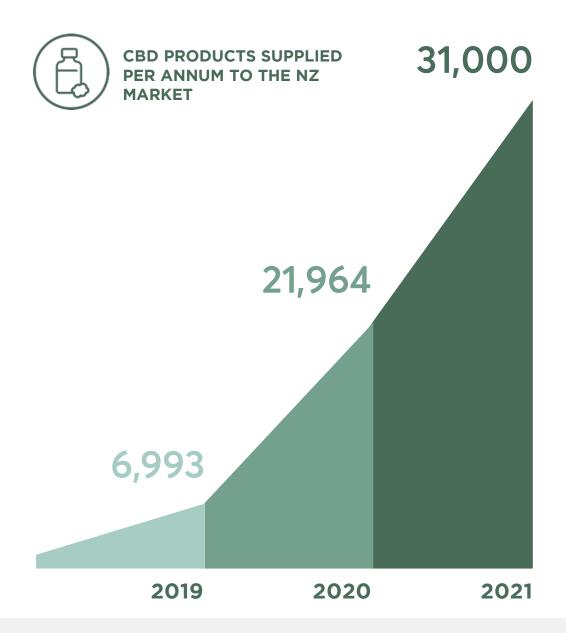


### Te Matapae o te Mākete o Aotearoa New Zealand Market Forecast

New Zealand is growing rapidly off a small base.

The number of packs of CBD products supplied in New Zealand in the year to 30 June 2021 was over 31,000.

This compares to just 2,000 in 2018.







#### Ngā mea Angitū o te Mākete ki Tiāmana

### German Market Opportunities

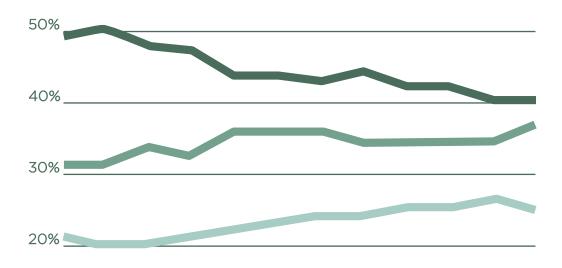
Germany is currently the largest single market for GMP (pharmaceutical) grade cannabis globally.

Public health insurance coverage of prescriptions reached €90M in the first half of 2021.

With over €45M reimbursed in Q2 2021, it was a record quarter, increasing 2.5% over Q1 2021 and up 13% from Q2 2020.

184,499 cannabis prescriptions were covered by the public health system in H1 2021 (average of €487 per prescription).



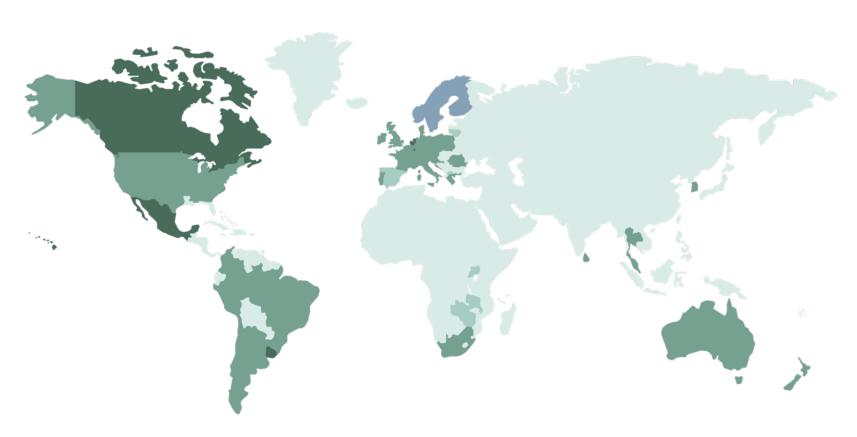


JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

- Flower
- Full Spectrum Extract
- Other Pharmaceuticals



# Ngā mea Angitū o te Mākete o te Ao Global Market Opportunities



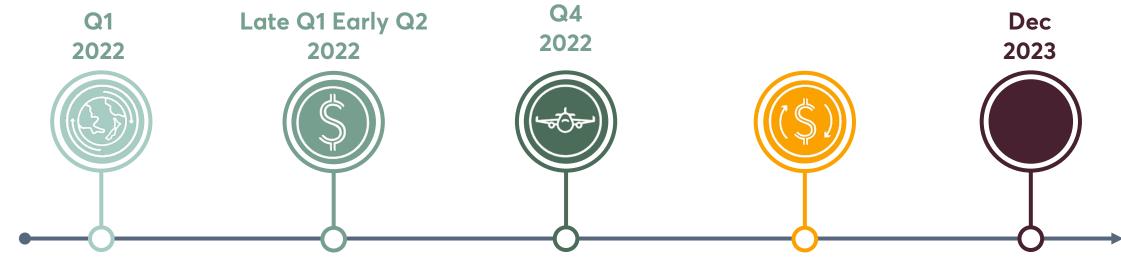
#### **CANNABIS LEGALISATION TO MARCH 2021**

- Available via import\*
- Production legalised
- Treatment legalised
- Medical and Recreational adult use legalised<sup>†</sup>
- \* In exceptional circumstances
- † Includes countries with potential upcoming legalisation or upcoming pilot programme

Source: The Economist, 2021



# **Ārahitanga Whakahāere**Guidance on Timing



**New Markets** 

Expanded export strategy

# First Domestic Revenue

Product available for New Zealand patients as a prescription-only medicine.

# First Export Revenue

Product made available to German patients through Nimbus Health.

#### Self-Sustaining Revenue

With approximately three products in the market.

#### End of Cash Runway

Based on our predicted cash burn rate (excluding revenue).





# Ngā mea Angitū me ngā Wero Opportunities and Challenges

#### **Opportunities**

- Markets opening around the world
- Growing body of clinical evidence

#### **Challenges**

- Decades of stigma
- Meeting Minimum Quality Standards
- Expansion of foreign markets













# **Annual Results**





# Māwhiti mai ki ngā Hua Nui Results at a Glance













Cash and Investments

\$16.4M

Funds Raised

\$20M

Other Income

\$451K

Investment in R&D

\$1.9M

Investment in Property, Plant and Equipment

\$6.17M

Loss after

-\$4.42M



# Māwhiti mai ki ngā Hua Nui Results at a Glance – Profit and Loss



Loss after Tax

-\$4.42M

Loss before tax \$6.17M

Investment in R&D \$1.90M

Other income \$451K

Income Tax Credit \$1.75M

Loss after tax \$4.42M



# Māwhiti mai ki ngā Hua Nui Results at a Glance – Balance Sheet



**Net Assets** 

\$28.8M

Cash & Investments \$16	6.4M
Investment in property, plant and equipment \$6	.17M
Total assets \$3	0.8M
Total liabilities \$2	М
Net assets \$2	8.8M



## Māwhiti mai ki ngā Hua Nui Results at a Glance - Cashflow



Net cash outflow from operating activities

\$4.48M

Net cash outflow from investing activities

\$14.43M

Net cash inflow from financing activities

\$18.3M

Net Cash Inflow

\$18.3M





Nga mihi, e noho rā