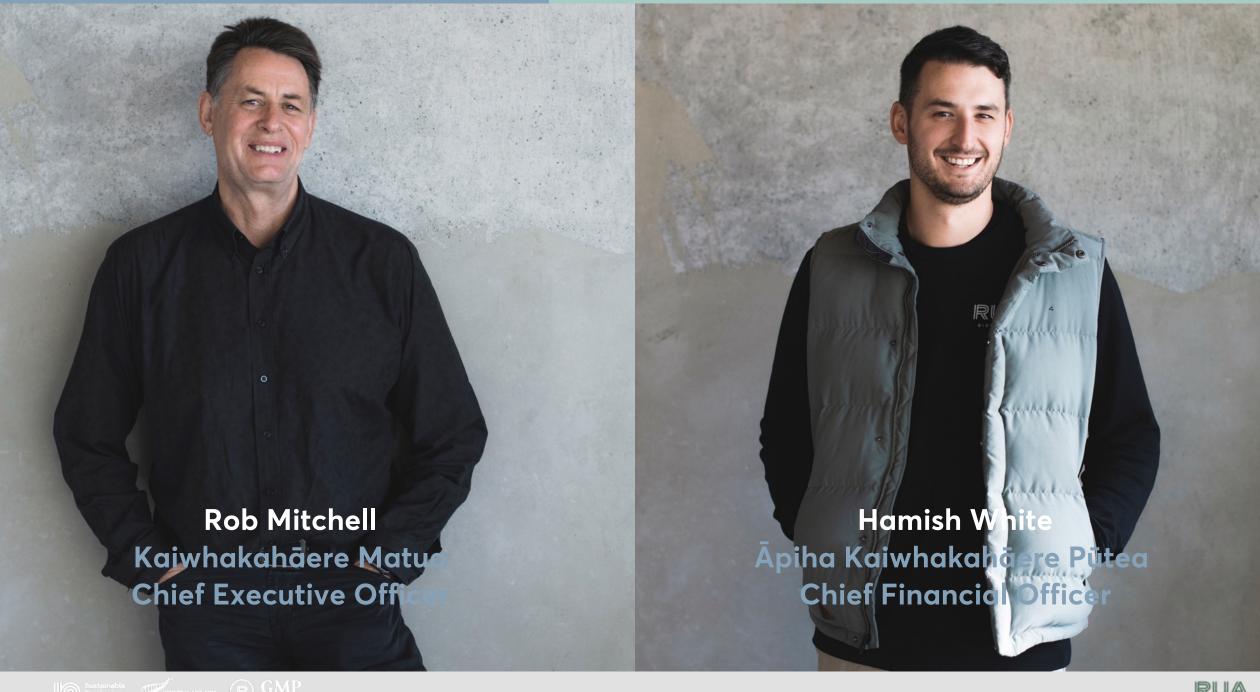


FY22 Te Whakatakotoranga ki nga Kaiwhakangao o ngā Otinga ā Tau FY22 Annual Results Investor Presentation 30 August 2022 Rua Bioscience Limited (Rua) is a New Zealand pharmaceutical company aiming to be a leading producer of cannabinoid derived medicines. This presentation and the information contained 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.







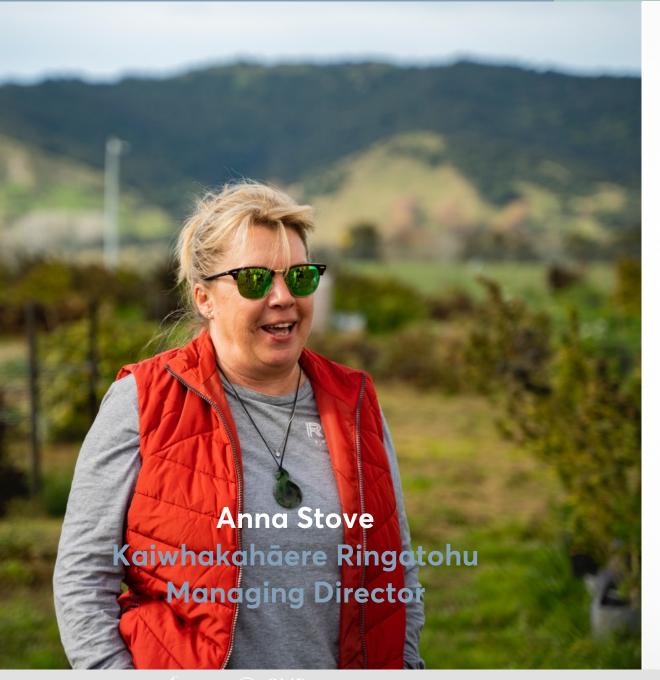






















## Tirohanga Whānui Overview

- Operational Achievements
- Key Appointments
- Financial Highlights
- Outlook











## **Tirohanga Whānui** FY22: An Overview

In FY22, Rua focused on preparing for market entry – securing the partners and developing the frameworks and strategies that will give the company the best chance of success both at home and abroad.

By the close of FY22, Rua launched its first product in New Zealand and established an end-to-end cultivation and supply solution that is both at scale and scalable.









- September 2021 Achieved GMP certification
- December 2021

  Green light to distribute first product in

  New Zealand

  Welcomed the East Coast Cannabis

  Company (E3C).
- January 2022 Shareholders approve Zalm Therapeutics acquisition
  - April 2022 First medicine launched in New Zealand
    - Narcotics licence received to distribute and market products in Germany

## Mawhiti mai ki nga Whakatutukitanga Achievements at a Glance







The launch of Rua's first medicine in Aotearoa was a milestone for New Zealand patients, prescribers, and the medicinal cannabis industry.

Rua will launch a range of new medicines in FY23.

The product launch was complemented by the launch of our compassionate access programme.









## Te Kōkiritanga a Rua ki te Mākete o Tiāmana Rua Significantly Advances German Market Entry

In June, Rua received its narcotic license through Nimbus Health for the distribution and marketing of its first product for the German medicinal cannabis market – a move understood to make Rua the first medicinal cannabis company from New Zealand to take such a step.

The approval of the application will enable Nimbus to distribute and market Rua's products in Germany by the end of the calendar year 2022.













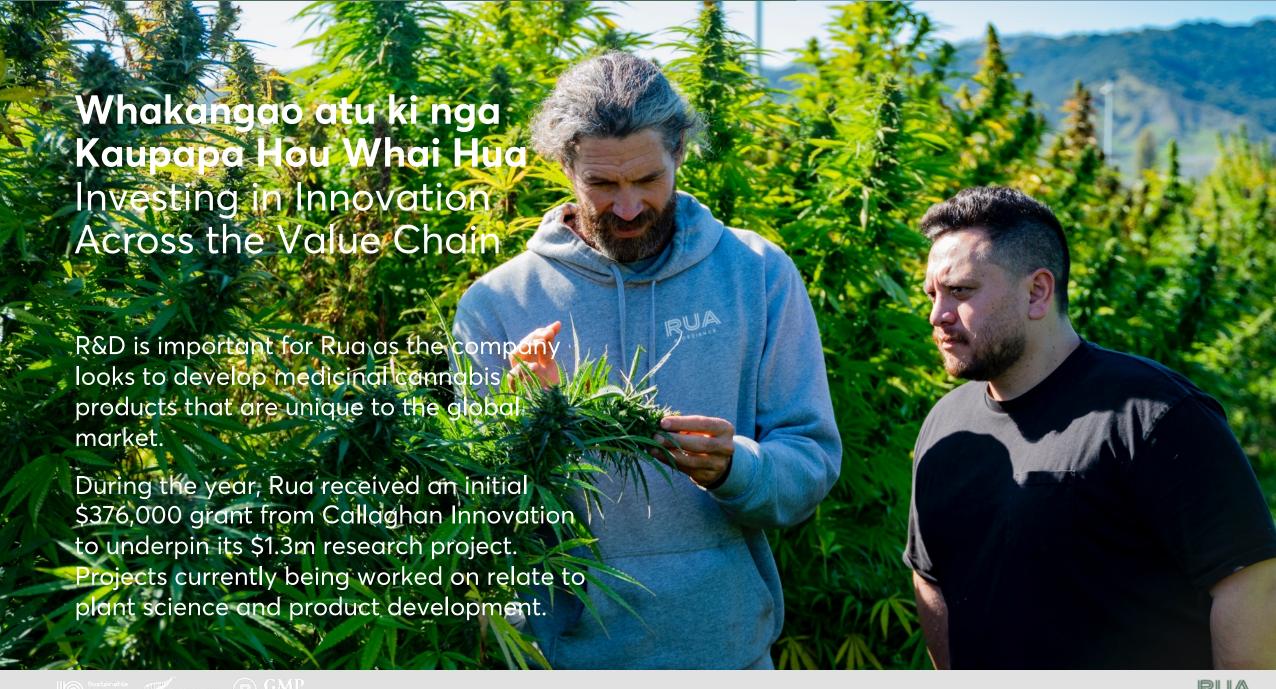


### Te Whakawhanake Huanga hei Ratonga ki ngā Mākete o te Ao Whānui Developing Production Capacity to Service Further Global Markets In January 2022, shareholders overwhelmingly approved the purchase of Zalm. Critical to the acquisition, Rua secured access to Zalm's third-party supply contract for GMP-grade medicinal cannabis with Australian producer Cann Group. This has set the stage to accelerate market entry and expand patient choice and enabled Rua to advance relationships in other high-growth markets including the Czech Republic, Poland and the UK. Photo Credit: Cann Group















## **Te Whānau o Rua – Nga Toa Āheitanga o te Ao** Our People – World-class Capability

#### DR JACK CHAN



Production Manager
PhD in Pharmacy from the University of
Otago
Master of Pharmacy (Hons) University of
Strathclyde (UK),
MBA from the University Sains Malaysia.
Comes to Rua Production from
pharmacist for Malaysian
Pharmaceutical Industries, later as
Senior Pharmacist at B. Braun Medical
Industries Malaysia.

#### DR SUSAN MARTINDALE



Head of Regulatory Affairs, PhD a lifetime of experience in regulatory affairs spanning New Zealand, Australia and Europe. Held various regulatory, advisory and management positions within the Ministry of Health, including chairing the Ministerial advisory committee responsible for medicines classification.

#### **AMY QUATTLEBAUM**



Quality Control Analyst
Studied biochemistry at the University
of North Carolina, USA, where she
gained her Masters of Science (MSc).
Comes it Rua from Lanzatech in
Chicago, where she was the analytical
quality assurance lead.





Total income \$646k

Investment in R&D \$2.98m

Loss before tax for the year ended 30 June 2022 was \$7.49m

# **Nga Pūtea**Financial Highlights Profit & Loss

Rua's annual financial results for the year the ended 30 June 2022.







#### Cash, Cash Equivalents and Investments \$9.94m

Total Assets \$33.57m

**Total Liabilities \$9.38m** 

Net Assets of \$24.2m

# **Nga Pūtea**Financial Highlights Balance Sheet

Rua's annual financial results for the year the ended 30 June 2022.









Net cash outflow from operating activities \$6.84m

Net cash inflow from investing activities \$5.59m

Net cash outflow from financing activities \$209k

# **Nga Pūtea**Financial Highlights Cashflow

Rua's annual financial results for the year the ended 30 June 2022.











## **Te Tirohanga Whānui o te Mākete o Aotearoa**Outlook for the NZ Market

FY22 saw the realisation of commercialisation milestones for Rua with regulatory approvals enabling the production and subsequent New Zealand launch of Rua's first product, a CBD oil.

Rua will build on this success in FY23, increasing the volumes and range of medicines it delivers to New Zealand patients.

The company's commercial team has a solid strategy to grow market share, develop its product portfolio and engage Rua's prescriber base.





Rua expects to enter the German market via its supply agreement with Nimbus Health.

Rua will explore business opportunities with parties in the Czech Republic, Poland and the United Kingdom.

Rua expects to advance the five-year agreement with Motagon, giving Rua the first opportunity to supply the European distributor with a full portfolio of medicines.

## Te Tirohanga Whānui ki nga Mākete ki Tāwāhi Outlook for Export Markets











### Nau mai ki te hui ā Tau Join us for the AGM

10:00am

12 October, 2022

Waikanae Surf Club, Gisborne and online.











FY22 Te Whakatakotoranga ki nga Kaiwhakangao o ngā Otinga ā Tau FY22 Annual Results Investor Presentation 30 August 2022