



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

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Rob Mitchell
Kaiwhakahāere Matua
Chief Executive Officer



Hamish White
Āpiha Kaiwhakahāere Pūtea
Chief Financial Officer



Anna Stove
Kaiwhakahāere Ringatohu
Managing Director



Panapa Ehou
Kaiwhakaū / Ringatohu
Executive Director, Co-Founder

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

June 2022 ●
Narcotics licence received to distribute
and market products in Germany

Mawhiti mai ki nga Whakatutukitanga Achievements at a Glance

Te Whakaterenga o te Hua Tuatahi o Rua ki nga Tūroro kei Aotearoa

Rua Launches First Product for New Zealand Patients

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 Māketē 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 Whakatupu o te Kāinga Developing Local Cultivation Capacity

Rua's indoor cultivation team continues to establish the unique varieties which Rua will be able to grow at scale in Cann's GMP-certified facility at Mildura .

Rua also welcomed E3C as its first local cultivation partner in December.



Te Whakawhanake Huangā hei Ratonga ki ngā Māketē 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

Whakangao atu ki nga Kaupapa Hou Whai Hua Investing in Innovation Across the Value Chain

R&D is important for Rua as the company looks to develop medicinal cannabis products that are unique to the global market.

During the year, Rua received an initial \$376,000 grant from Callaghan Innovation to underpin its \$1.3m research project.

Projects currently being worked on relate to plant science and product development.

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 to 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 Māketē 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 Māketete ki Tāwāhi

Outlook for Export Markets



RUA

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

10:00am

12 October, 2022

Waikanae Surf Club, Gisborne and online.



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