

# cannabis @ access clinics





# Medicinal Cannabis In Australia and NZ

**Market Overview**

Clinical Overview

Patient Case Studies



# The market is early stage and has significant potential but main challenge is access

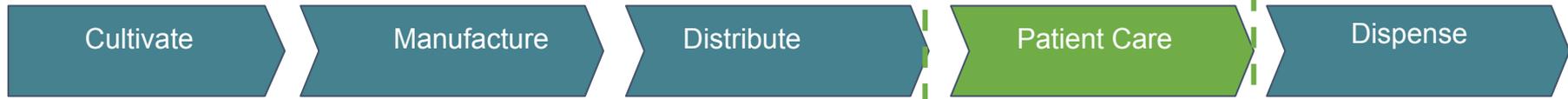


<b>Regulations are Pharmaceutical</b>	<ul style="list-style-type: none"> <li>• Pharmaceutical grade</li> <li>• High quality requirements, TGO93</li> <li>• Specialist only, Case by case approvals</li> <li>• Continuity , monitoring and reporting</li> </ul>
<b>There are plenty of potential patients</b>	<ul style="list-style-type: none"> <li>• Population of 30M</li> <li>• Estimates 250K 'illegal' medical patients</li> <li>• Estimated 3K using legally</li> <li>• Market of 1.1B product, 300M services<sup>1</sup></li> </ul>
<b>There are plenty of products</b>	<ul style="list-style-type: none"> <li>• 50+ imported products now available</li> <li>• Mostly Canadian, some EU</li> <li>• Commoditized market, pricing pressure</li> </ul>
<b>Challenge is Patient Access</b>	<ul style="list-style-type: none"> <li>• Less than 1% of doctors prescribe</li> <li>• Limited Product knowledge (MIMS),</li> <li>• Limited Condition Knowledge (eTG)</li> <li>• Professional Liability (Prescriber)</li> </ul>

1: CA Clinics Calculations



# We see access as the primary challenge in the market today



- Local cultivation commenced
- 29 licenses issued (171 in queue)

- 1 local product in market (35+ imported products)
- Standard pharmaceutical manufacturing

- Approved importers only
- Secure Warehousing
- Pick and Pack
- Wholesaling
- Domestic Shipping

- Patient screening
- Doctor consults
- Patient monitoring continuous care
- Data collection
- Research and Analytics

- Prescription fulfillment



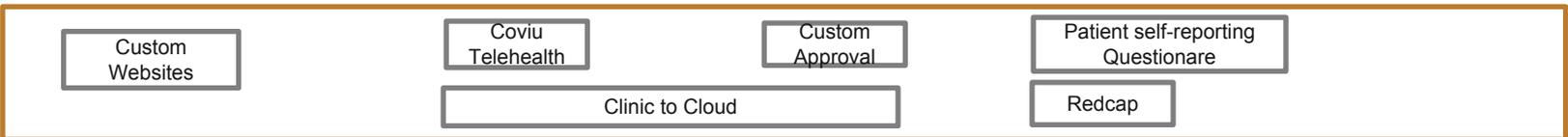


# Our role is to help address this challenge

Patient Journey



Streamlined  
Cross Functional Team  
Integrated Technology



The clinics focus on the patient outcomes and comprises a cross functional team, streamlined healthcare process, and integrated technology platform.



## Benefits of Medicinal Cannabis by Indication



- Cannabinoids are effective for the treatment of pain, especially neuropathic pain.
- Chemotherapy- associated nausea and vomiting.
- Appetite or weight loss
- Spasticity
- Epilepsy or seizure management
- Insomnia or Sleep Disorders

Other Indications for which there is limited evidence:

- Symptoms related to PTSD
- Anxiety
- Schizophrenia
- Parkinson's Disease



## How do we handle dosing and administration?



- No precise dosing or established dosing schedules for products
- Dosing is highly individualised and relies on titration, using the premise '**start low and go slow**'.
- Doses depend on the type of product used, indication, individual variation, the development of tolerance, interaction with other drugs and previous exposure to cannabis either recreationally or medically.
- Epilepsy: CBD should be commenced orally at 5mg/kg/day in two divided doses. This can then be titrated up on a weekly basis by 5mg/kg/day to 20mg/kg/day with a maximum dose of 1gm/day.
- Other indications: Initially 1 to 2.5mg THC/CBD at night, titrated upwards to Average maximum dose 60mg THC and/or CBD per day in single or twice daily dosing.



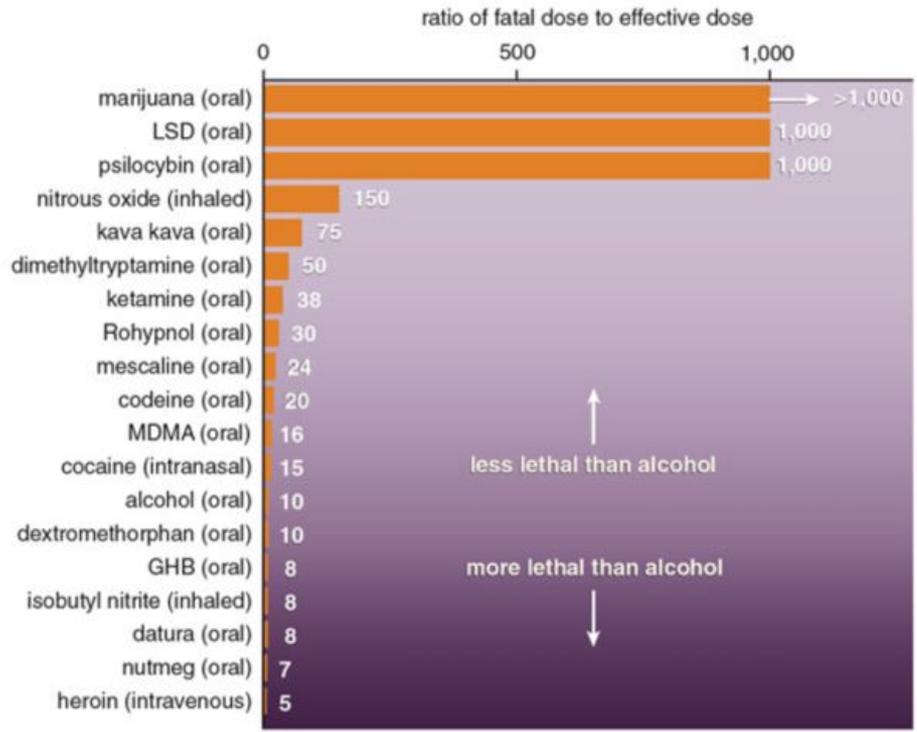
# Ongoing tracking and monitoring of patients is important

- In addition to routine clinical care patient reported measures are used for monitoring treatment.
- Most relevant areas for people with chronic illness include domains:
  - depression; anxiety;
  - physical function; pain interference;
  - fatigue; sleep disturbance;
  - and ability to participate in social roles and activities.
- Generic health related quality of life (HRQoL) measure. Ranked on a 5-point Likert Scale.
- Important that patients are reviewed regularly to ensure efficacy and to manage any adverse events as majority of products are not registered on the Australian Register of Therapeutic Goods (ARTG).
- No monitoring regimes are available internationally.
- Patients should be reviewed more frequently when commencing on medicinal cannabis products.
- Once established on a dose, at a minimum monthly review is recommended.



# Ratio of Fatal Dose to Effective Dose

- In 2006, a [study in American Scientist](#) compared the relative toxicity of marijuana to other commonly used substances, including some legal ones.
- 10 times the effective dose of alcohol could be enough to cause death in humans.
- 5 times the effective dose of heroin could be enough to cause death in humans.
- Cannabis ranked among the least toxic drugs.



AMERICAN SCIENTIST Alcohol is far more toxic than several popular illicit drugs.



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# Patient Case Studies - Patient CM100

## History and Presentation:

Patient experiences chronic pain related to severe osteoarthritis and right sided sciatica. Her pain presents in all her joints and she had deformities in both hands. She is unable to carry out any activities due to the severity of her pain.

**Diagnosis:** - Chronic Neuropathic Pain

## Conventional Therapies:

Panadol osteo, endone, tramadol (poorly tolerated), NSAIDS (limited by very poor tolerance), Lyrica, benzodiazepines. She has also trialed a capsaicin cream and 4000mg of fish oil daily.

Countless sessions of physiotherapy, chiropractic treatment, acupuncture, therapeutic massage, US and CT injections in her spine shoulders and both wrists with other cortisone or platelet rich plasma, CT guided spinal radiofrequency ablation of nociceptive nerve fibres.

## Other:

She has also tried using a TENS machine and hydrotherapy

## Medicinal cannabis:

She was started on a trial of Satipharm 50mg (Cannabidiol) - Capsule Dose: 1 Capsule daily titrated up to a maximum daily dosage of 300mg/day

followed by

Tilray Full Spectrum THC10: CBD10 (Tetrahydrocannabinol 10mg/mL: Cannabidiol 10mg/mL) - Oral Solution

Dose: Starting at 0.25ml daily orally titrating as needed to a maximum daily dosage will be 3mL bd

## Outcomes:

On her trial of Satipharm, her pain reduced by 30-40%. Her mobility improved dramatically as well as her mood. After a period of 2 months her pain relief hit a plateau and thus a 1:1 product of CBD:THC product was trialed which further alleviated her pain and improved her sleep.



# Patient Case Studies - Patient CE003

<p><b>History and Presentation:</b></p> <p>Patient has been experiencing chronic neuropathic pain for 13 years due to transverse myelitis. She also experience symptoms of spasticity in the lower half of the body.</p>	
<p><b>Diagnosis:</b> Transverse Myelitis</p>	<p><b>Medicinal cannabis:</b></p> <p>Initially on: Tilray Full Spectrum THC10:CBD10 (Tetrahydrocannabinol 10mg/mL: Cannabidiol 10mg/mL) - Oral Solution</p> <p>Dosage Regimen: starting 0.25ml titrating to a maximum dose of 30mg/day (3mL)</p> <p>The patient is currently taking 0.5mL daily and this dose is able to manage her symptoms.</p>
<p><b>Conventional Therapies:</b></p> <p>Fentanyl, Lexapro, Baclofen (made symptoms worse), endone, diazepam (for spasticity), Ibuprofen. The patient has also tried Gabapentin which didn't agree with her. Patient is experiencing side effects from Opioids mainly- intolerable constipation.</p> <p>She was also been seeing a physiotherapist who was able to help with her mobility issues to an extent.</p>	<p><b>Outcomes:</b></p> <p>Patient went from having pain rated 9 out of 10 to a rating of 1 out of 10. From being housebound she is now able to comfortably be outdoors and interact socially due to pain free days. She is currently reducing her opiates with assistance from her GP. Recently she has not been having spasms and was able to enjoy an overseas trip.</p>

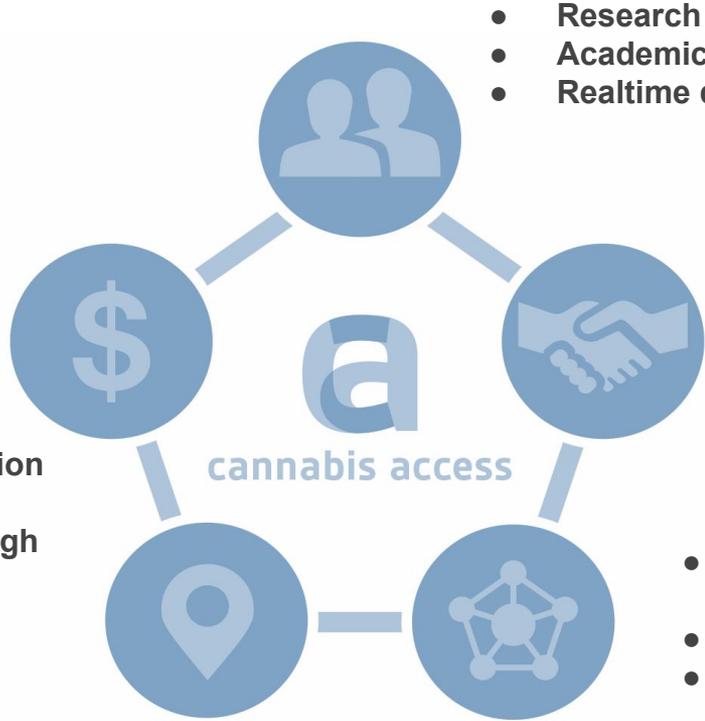


# Cannabis Access Clinics is growing the regions leading patient based treatment, research and support network and is interested in exploring opportunities in Thailand

### Ongoing Industry Reporting

- Pricing reports
- Patient penetration
- value-chain analysis

- Clinics in all major population centres
- Nationwide coverage through telehealth
- Establishing New Zealand operations



- Research Centre of Excellence
- Academics and Clinicians
- Realtime data collection and analysis

- Indication Specific Clinical Collaborations
- Studies of PTSD, Tourettes, Titinitus, Opiod Replacement Therapy

- Regulatory and operational support for prescribers
- Doctor Training
- Montoring, data collection and analysis services for hospitals, specialists