



# Australia's First Producer

## Lessons learnt for an emerging market

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The only company in Australia  
producing locally grown cannabis  
medicines for patients





# Australian Market

1. Legalised medicinal cannabis in 2016 (export in 2018).
2. Based on:
  - the Narcotics Drugs Act 1967
  - 1961 Single Convention on Narcotic Drugs
  - TGO 93
3. 2,832 approved applications
  - 1,000 in Nov & Dec 2018
4. Patient access was difficult in Australia:
  - Approvals process
  - Doctor education

# Navigating a new market

1. Business strategy
2. Administrative processing times
3. Manufacturing a finished medicine for the first time
4. Approved external laboratory testing (TGO93)
  - Raw material & finished product
5. Patient access difficulties
  - Federal approval process
  - Doctor education
6. Clinical investigations





# It's good to have choices

Growing evidence that Medical Cannabis can benefit patients in a variety of clinical settings means a change in available treatment options and a new choice in medication.



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## GreenChoices for Patients

Educational resources explaining medical cannabis; current evidence for its use in clinical settings and the process for accessing this treatment.

[PATIENT'S INFORMATION](#)

or take patient Survey



## GreenChoices for Healthcare professionals

A restricted access portal with all the necessary tools for prescribers, including product and dosing information.

or sign up to the portal



# Looking Forwards

## 1. Expanding operations

- Cultivation to 60,000ks of cannabis flower annually
- New, purpose built GMP manufacturing facility

## 2. Financing expansion through an IPO in 2019

## 3. Focus areas for the company:

- Clinical investigations
- Drug development & technology improvement
- Physician education
- Collaborations



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Thank You!

little  
green  
pharma