

Bod is a cannabis centric healthcare company. With a global focus and a mission to innovate and transform the way we live and enjoy life. Delivering premium, proven and trusted products for both the consumer markets and medical markets. Leading the way in research and development, through collaborations with research partners on clinical trial programs.

Committed to supporting the healthcare professional on Cannabinoid applications with education, research and knowledge.

CAPITAL STRUCTURE

ASX code **BDA**
 Shares on issue 91.4m
 Market Capitalisation ~\$27.4m

BOARD & MANAGEMENT

Mr Mark Masterson
 Non-Executive Chairman

Ms Jo Patterson
 Chief Executive Officer

Mr Akash Bedi
 Non-Executive Director

Mr George Livery
 Non-Executive Director

Mr Patrice Malard
 Non-Executive Director

Mr Simon O'Loughlin
 Non-Executive Director

Mr Stephen Kelly
 Company Secretary

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Record additional \$1.43m binding purchase order to further strengthen FY2020 revenue

- **New purchase order from H&H Group for products that will be sold in the UK**
- **~\$3.9m in purchase orders from H&H received since October 2019 with ~\$1.26m booked in FY2020 revenue to date**
- **Balance of unfulfilled purchase orders of ~\$2.64m will add to FY2020 revenue sales profile – revenue for 9 months of FY2020 totals \$3.4m (144% increase on PCP)**
- **Further evidence of strong relationship with H&H delivering momentum and scale in large markets**
- **Ongoing revenue growth anticipated – driven by new products and international expansion**

Sydney, Australia – 6 May 2020: Medicinal cannabis, CBD and hemp healthcare products company, Bod Australia Limited (“Bod”, the “Company”) (ASX: BDA) advises that it has received a binding purchase order (“PO”) from Health & Happiness Group Ltd (H&H Group, HKSE: 1112) valued at \$1.43m.

The majority of the record order is for Bod’s premium CBD products, sold directly to the UK consumers under the CBII brand (www.cbii-cbd.com) and includes soft gel cap products (refer ASX announcement: 14 April 2020) and CBD oil products (refer ASX announcement: 16 December 2019). The balance is for products that will be launched in the coming months through new and established brands. As previously advised, H&H Group undertake the marketing, sales and distribution processes of collaborative products, defraying Bod’s working capital.

Bod has now received ~\$3.9m binding purchase orders from H&H since October 2019 (Q2 FY2020) for products being sold in Australia and the UK. Of the ~\$3.9m in POs, Bod has invoiced \$1.26m of these orders in its FY2020 revenue (revenue for 9 months of FY2020 totals \$3.4m).



Image one: Binding purchase order received from H&H Group (Q2FY2020 to date)

The Company is confident that it will finalise and deliver the majority of the remaining orders, valued at ~\$2.64m, before the end of the quarter. This will allow the Company to book the value of any orders delivered during the current quarter as revenue for FY2020. The Company also wishes to advise that all POs received from H&H Group are binding.

Recently received orders will add materially to Bod’s growing revenue profile, which has increased 144% on the previous corresponding period to \$3.4m (PCP: ~\$1.4m) (refer ASX announcement: 21 April 2020).

Further, these binding purchase orders evidence the scale and momentum that Bod is achieving in large markets such as the UK. The POs also outline the value that the Company’s exclusive licencing agreement with H&H Group (refer ASX announcement: 19 July 2019) continues to deliver.

Bod’s FY2020 revenue growth has been underpinned by the uptake of its CBII products in the UK, the launch of hemp-based products into 2,000 Australian stores under the Swisse Wellness brand and increased demand for Bod’s non-CBD herbal based product range. A breakdown of recent product launches is below:

Brand:	Market:	Launch:	Product range:
CBII CBD oils in 3 various strengths	UK	Dec 2019	
SWISSE WELLNESS Hemp Seed Oil Soft Gels	Australia	Mar 2020	
SWISSE WELLNESS Hemp Seed Oil Skincare	Australia	Mar 2020	
CBII CBD Soft Gels	UK	Apr 2020	

Bod is confident that sales will continue their upward trajectory this quarter and into the next financial year. Multiple new products are under development including a range of immune products containing a CBD extract for the UK and new markets, as well as products using alternative delivery methods.

CEO Jo Patterson said: “A binding purchase order of this size clearly demonstrates Bod’s ability to deliver innovative consumer products that are aligned with the brand and consumer demand. Further, it continues the upward trajectory in the Company’s order pipeline that in turn will generate sales in both domestic and large international markets.

“As more and more consumers connect with our trusted brands, we expect future purchase orders will naturally increase in size and value. We are experiencing strong uptake of our products across all business divisions and have a number of exciting initiatives pending, which will propel sales and revenue higher in the near term.”

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ABOUT BOD AUSTRALIA

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