



Company profile

CS Medica A/S (“CS MEDICA” or “the Company”) is a global healthcare company, headquartered in Copenhagen, Denmark. CS MEDICA is committed to developing, manufacturing, and commercializing over-the-counter (OTC) medical device products primarily containing cannabidiol (CBD). Since 2021, the Company’s share is listed on [Spotlight Stock Market DK](#) with press releases being published on [cision news](#).

Corporate strategy

CS MEDICA’s corporate strategy has four distinct focus areas: the Company aims to strengthen treatment options using the therapeutic value of cannabinoids within the autoimmune and stress related disease area, securing leading positions within Psoriasis, Arthritis, pain, wound, protection against virus like COVID-19 and sleeping disorders. Succeeding in this will, according to the Company, drive sustainable growth.

ACCELERATING GROWTH

8 products launched to market	12 products in pipeline	5 countries with marketed products	Order pipeline amounting to approx. 650 MDKK*
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Unmet need

Nearly 4% of the world’s population is affected by one of the more than 80 different autoimmune diseases. For example, 125 million people suffer from Psoriasis, 350 million have Arthritis, and 260 million deal with sleeping disorders.

Solution – the therapy of Cannabinoids

For the last five years, CS MEDICA has researched, formulated and tested medical devices which are now being introduced to the market. The Company’s product portfolio, featured under the trademark CANNASEN®, consists of two product lines:

- CANNASEN® CBD Treatment line, available on the market in more than 500 stores across the EU
- CANNASEN® CBD Skincare Restoring and Calm line, to be introduced to the market in mid 2023.

All treatment products are patent pending.

In May CS MEDICA participated in the Vitafoods Europe 2022 trade fair, where the company was nominated as one of the most innovative companies with unique, ground-breaking ingredients, formulations and products. Hence, they were chosen to take part in the Innovation Tour 2022 and live stage presentations, recorded on video, which can be watched [here](#).

Current situation

Currently the company’s product line is available in five countries with more the 500 sales outlets in the Nordic Countries. The product line CANNASEN® CBD is currently in the process of being launched on the European Amazon platforms, with Sweden and Germany already launched.

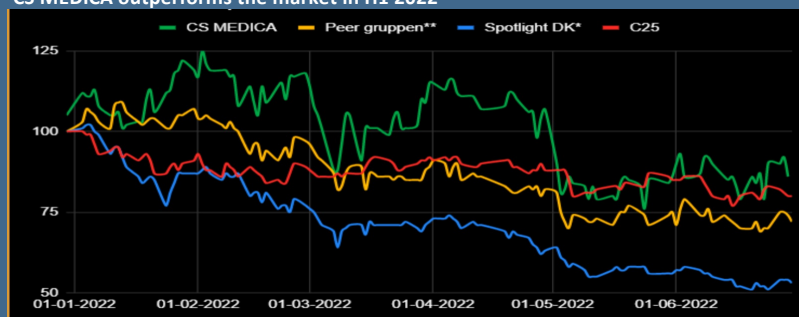
In April 2022 CS MEDICA, announced the signing of a substantial distribution agreement with China-based CBF SciTech Ltd. The agreement value, spanning the first three years, amounts to approx. DKK 134 million.

In May 2022, the Company signed another significant private label agreement with Alsitan GmbH. Alsitan ordered 140.000 units from CS MEDICA, corresponding to an order value of approx. DKK 4.4 million in revenue.

In June agreements was signed with Forbe Healthcare Ltd., covering Israel and Palestine, and NaturaMedica, Slovenia, with a total of DKK DKK 38 million in revenue distributed over a 3.5-year period.

The company is currently working with a total potential order pipeline amounting to DKK 650 million*, which now are in the process of being extended significantly following.

CS MEDICA outperforms the market in H1 2022



Performance H1 2022

CS MEDICA: -14%
Peer: -28%
Spotlight DK: -47%
C25: -20%

In H1 2022, 128.1% of CS MEDICA’s free float has been traded, compared with 52.5% for Spotlight DK & 34.2% for First North DK.

* Find more information about the potential order pipeline in the [Q3 report](#) in the section “CS MEDICA Go-to-market activities & strategy”

Competitors & Competitive advantage

CS MEDICA is currently a first mover, with classified medical device treatment products containing cannabinoids with optimal bioavailability, and low medical interaction - all with patents pending, available on the market. The competitive advantage that truly distinguishes CS MEDICA is that the Company's product offering is positioned at the intersection of natural products, science, and cannabinoid technology, while also working under the pharmaceutical legislation (MDR). Bringing these aspirations together - is what drives us.

This is complimented by a competitive advantage for two to three years following the recent change from Medical Device Directive (MDD) to Medical Device Regulation (MDR), which took place in May 2021. New cannabinoids products introduced to the market are lifted from a MD class I under MDD, to a class IIa under MDR, with extended time to market. This gives the Company a unique standing.

Growing market

With USD 1.9 bn in CBD sales globally during 2018, the estimated market growth is expected to match a 49 % compound annual growth rate (CAGR) until 2024**. Cannabis-derived compounds are claimed to have market disrupting potential across a number of industries, including the cosmetic and medical. These broader markets represent a vast opportunity for growth, e.g. the global psoriasis drug market was valued at USD 24 bn in 2021, and the global skin disease treatment market at USD 20 bn in 2020. Moreover, markets are fueled by large unmet need and an interest in novel solutions; amongst psoriasis patients, 50% are actively seeking alternative treatment.

Big Pharma

The Company has identified increasing interest among big global pharmaceutical players, pursuing the market within cannabis treatment products, following pharmaceutical legislation, either as a brand, white label, cobranding or through potential holdings.

Clinical trial result on Arthritis Gel

The WOMAC Index and VAS score has significantly reduced in the test of the CANNASEN® CBD Arthritis Gel.

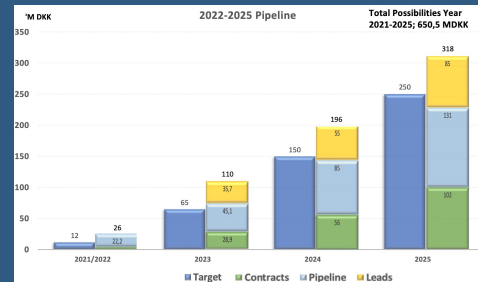
All the major attributes like pain, swelling, stiffness, tenderness, crepitus, and pain during flexion have shown improvement during the treatment.

The Treatment was found well tolerable, and no adverse events were reported during the study. The Pain indices, assessments, and life quality questionnaires together confirm that CANNASEN® CBD Arthritis Gel is effective in the treatment of osteoarthritis with joint pain, along with improving the overall quality of life. [See more.](#)

Similar clinical trials are or will be performed in the near future.

Going forward

In the after IPO period CS MEDICA have taken exceptionally important steps towards a continued transformation of the company. Since the Vitafoods Fair in May, the sales pipeline has accelerated with the new team and strategy, plus clinical trials finalized to support listings. With contracts signed or up for signature, CS MEDIA aim to match their 2021/2022 target. Further, additional 19 contract negotiations deliver a DKK 26 million pipeline and a three-year forecast of DKK 474 million. With the company's additional amounts of leads and more extensive negotiations with i.e., big pharma, they currently track a potential order amount of DKK 650,5 million* up to 2025.



Funding

The company has until today been funded by Subsidies, grants, the IPO and latest with a bridge loan of DKK 6 million. Going forward, funding will be secured by an upcoming TO1 warrant of totally DKK 10 million (100% exercised) together with a Direct Issue amounting to DKK 5-10 million.

Financial targets (financial year: Oct – Sept)

2021/2022 – 12 MDKK
2022/2023 – 65 MDKK
2023/2024 – 150 MDKK

** BDSA (2021) BDS Analytics: The Global Cannabinoids Market, Will CBD Overtake THC.

"We continue to challenge ourselves in how we work and innovate and will successfully manage to expand our pool of customers and provide them with one of the highest quality treatments and solutions the industry offers. This also entails combining our company's deep in-house expertise with the best science from outside, through partnerships with other businesses, with universities around the world and with research institutions. CS MEDICA will look very different a decade from now, by which time we will not only be one of the driving forces in the global medical cannabis treatment field helping people with autoimmune- and stress related disorders, but also have a positive impact in new therapeutic areas."



Lone Henriksen, CEO

For more information: www.cs-medica.com
The Company is listed on Spotlight Stock Market (TICKER: "CSMED").