

Personal  
Epsilon  
Community



# Company Update

**epsilonhealthcare**  
Bringing you the best in healthcare

For Market Release

# Overview

Epsilon Healthcare Limited (**ASX: EPN**) is an Australian based, globally active healthcare organisation. With a diversified and vertically integrated portfolio of assets, including healthcare, pharmaceutical contract development and manufacture & pharmacy services, EPN is well placed to capitalise on current and emerging markets.

This company update deck provides a concise overview of the business, highlighting key areas which may be relevant to potential investors. Epsilon Healthcare offers end to end solutions across the healthcare spectrum: from product development and manufacture to patient care.

# Executive Summary

---

epsilon  
HEALTHCARE

epsilon  
PHARMA

epsilon  
CLINICS

epsilon  
PHARMACY

- Integrated healthcare organisation currently, with three subsidiary divisions:
  - **Contract Development and Manufacturing Organisation (Epsilon Pharma)**
  - **Telehealth Medical Practice (Epsilon Clinics)**
  - **Pharmacy Information and Supply Services (Epsilon Pharmacy)**
- Offering end to end solutions across the healthcare spectrum – from product development and manufacture to patient care and B2C patient supply;
- Positioned in a high growth healthcare sector with significant market potential both locally and internationally;
- Strong board and leadership team with expertise in traditional pharmaceuticals and healthcare manufacturing, innovation science technology, and clinical services;



**MISSION**

»» **Vision**

**Mission** ««

*“Our Vision is to be the unmatched leader in the delivery of high quality and cost-effective integrated healthcare”*

**VISION**

**VALUE**

*“Our purpose is to be a leading integrated healthcare organisation which deploys its assets in clinical care & pharmaceutical contract manufacturing, making a significant impact on the mainstream and alternate therapies ecosystems, through the delivery of high-quality products and services”*

# Overview – *Epsilon Pharma*

- **Globally active** commercial contract development and manufacturing (CDMO) subsidiary, based in **Southport** Queensland;
- A leader in the field of extraction processes, this facility has a **large-scale capacity to deliver contract or toll manufacturing** services to a diverse range of clients;
- **Licensed** to do full manufacture of a diverse range of oral liquids, dried herbs, with the ability to bring **any** oil formulation in-house;
- Highly skilled teams including in house **QC & QA** have been developing and manufacturing product for the **local and international markets since 2018**;
- Licensed to undertake full product manufacture of **Active Pharmaceutical Ingredients (APIs)** inc. extraction of **biomass**, extraction of **crude extracts** including the manufacture of **distillates** and **sought after isolates**



only  
use  
personal  
use

# Manufacturing Capabilities

Epsilon Pharma offers the following services and capabilities to our expanding list of clients:

- **GMP Vape manufacture**
- **GMP Oil manufacture**
- **GMP Flower packaging**
- **GMP Small & large scale extraction activities** for flower extraction into crude and decarboxylated resins, further processing into high concentrated distillates;
- Licensed for **GMP API** manufacture
- **GMP Pastille** (Gummy) packaging, labelling, release for supply. Onshore & inhouse custom edibles manufacture coming online in March 2025
- **GMP Suppository & Pessary** manufacture commencing end Q1 2025



# Manufacturing Capabilities – Cont.

- **Quality Control Laboratory** - validated state of the art equipment including uHPLC, GC, Karl Fischer for development and validation of analytical methods with fully validated methods for testing extracts and finished products;
- **Regulatory Services** - offer regulatory services to import and export products overseas. Professional project management services when undergoing projects collaboratively;
- In-house **stability chambers** to undertake accelerated stability trials for custom formulation work;
- Large **ODC licenced storage site** for starting materials, finished products and consumables;
- **Procurement of high quality, cost effective materials**, vendor assured and vetted range of suppliers of starting materials and APIs;
- In-house **Research & Development (R&D) and Manufacturing Science & Technologies (MSAT)** team create a valuable opportunity to support clients in the development of custom and bespoke formulations and product needs;
- Research focus on **minor cannabinoid formulations**, emulsions and enhanced bioavailability through oral dosage forms.





# In house QC Laboratory

State of the art onsite validated equipment includes uHPLC, GC, Karl Fischer and more required for development and validation of analytic methods.

Fully validated analytical methods for the following:

- Cannabinoid API extracts
- Finished products including a range of cannabinoid formulations
- Method validation on extracts for novel formulations such as CBG and CBN containing products
- Potency
- Residual solvents
- Water content
- LOD – Loss on drying quantification

Partner with TGA accredited contract analytic laboratories to conduct:

- Heavy Metals
- Pesticides
- Microbiological Testing

# A unique opportunity and value proposition

- Epsilon Pharma is one of a small number of Contract Development and Manufacturing Organisations to hold **TGA** and **ODC** Licences to manufacture and wholesale **EU GMP API** and **FDP**;
- In-house Scientific, QA & QC teams with years of industry experience;
- Epsilon Pharma is involved in clinical trials studying cannabinoid medicines utilising our own manufactured medicinal cannabis oils.



# Overview – *Epsilon Clinics*

- Epsilon Clinics (formerly Tetra Health), is a leading Australian clinic network that facilitates responsible access to alternate treatments for patients across Australia.
- Founded in 2018 on the principles of improving health outcomes and creating accessibility;
- Personalised Care – Epsilon Clinics Clinicians prescribe a wide range of medications;
- Trusted provider of medical services;
- Simplified Process – TGA Approvals for prescribed therapies obtained within 24-28 hours post Doctor appointment;
- A wide range of tailored and affordable cannabis treatment options available;
- Telephone or Video consultations;
- Ongoing support by the Epsilon Clinics Medical teams to ensure the best possible health outcomes for patients.



personal use only

# Epsilon Pharmacy



*New Subsidiary Entity – service starts January 2025*

- Epsilon Pharmacy will focus on the provision of pharmaceutical dispensing services and medication information;
- Promote the quality use of medicines;
- Leveraging industry expertise possessed by management & the team and a robust infrastructure;
- The pharmacy vertical seeks to build on Epsilon Healthcare's Business to Consumer offering and leverage emerging trends and market opportunities;
- The Company aims to broaden market reach and strengthen its competitive position in the industry.



For personal use only

# Targets For The Next 12 Months




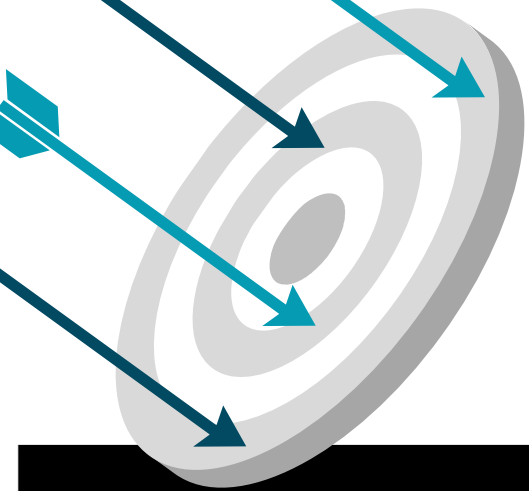
 Introduce **2 new** products or services (custom edibles manufacture & Pharmacy)



Achieve **\$14M** in Revenue (\$10M Pharma, \$1M Clinics and \$3M Pharmacy)

 Expand into **ONE new** business offering (Bricks & mortar Pharmacy)

 Increase combined **Pharma & Clinics sales** by **> 70%**



or personal use only

## Competitive Advantage

Epsilon is uniquely positioned within the Australian medicinal cannabis ecosystem given its touchpoints within the clinical setting & the attainment of TGA licensure at the state of the art manufacturing and extraction facility. The addition of the pharmacy vertical will build an enhanced ecosystem with increased B2C touchpoints.

The barriers to entry are increasing for competitors to operationalise similar enterprises. Epsilon is currently in a favourable position to capitalise on the burgeoning medicinal cannabis and natural therapies market both domestically and internationally.

for personal use only

# Thank you

**Address**

Level 1,1 Jamison Street  
Sydney, NSW, 2000

**Contact Number**

+61 450 539 578

**Email**

Peter.Giannopoulos@epsilonhealthcare.com.au

for personal use only

