



Medical Cannabidiol Program Update:

THC-Purchasing & Patient Renewals

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What We Will Cover

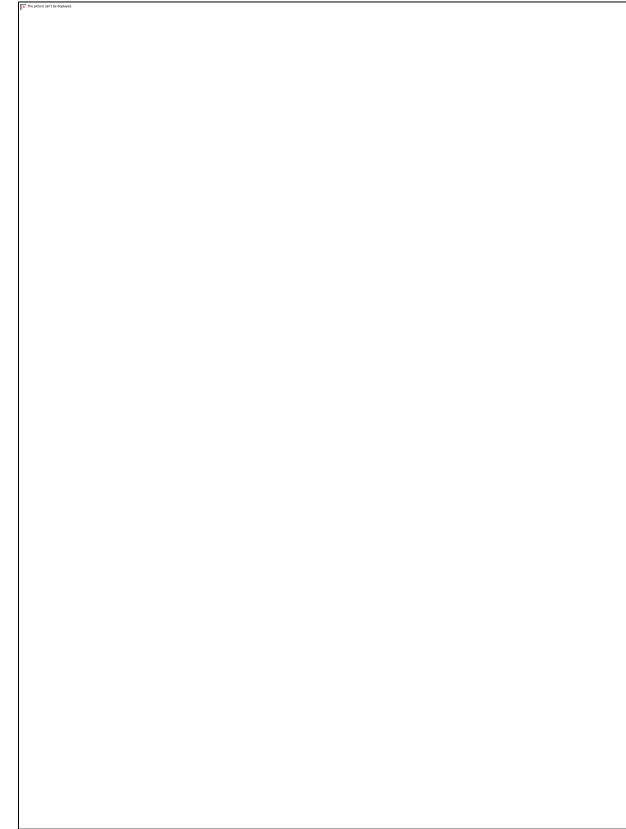
- THC-Purchasing Patterns:
 - How the State System tracks THC
 - THC Purchasing Across the Program, Considerations
 - > 4.5g Purchaser Averages and Trends
 - > 4.5g Purchaser Attributes

- Registration Card Renewal Metrics

- IPDH DEA Petition Update

How the State System Tracks THC

- Manufacturers must make a label claim for both THC and CBD, which our laboratory tests against
- The OMC loads label claim data into the system for each product, and each time a patient purchases a product, the amount of THC is aggregated and tracked over a 90-day period
- The OMC has real-time access to all dispensary sales, tied to each specific patient
- The OMC maintains a granular visibility of THC-purchased by Iowa's patients

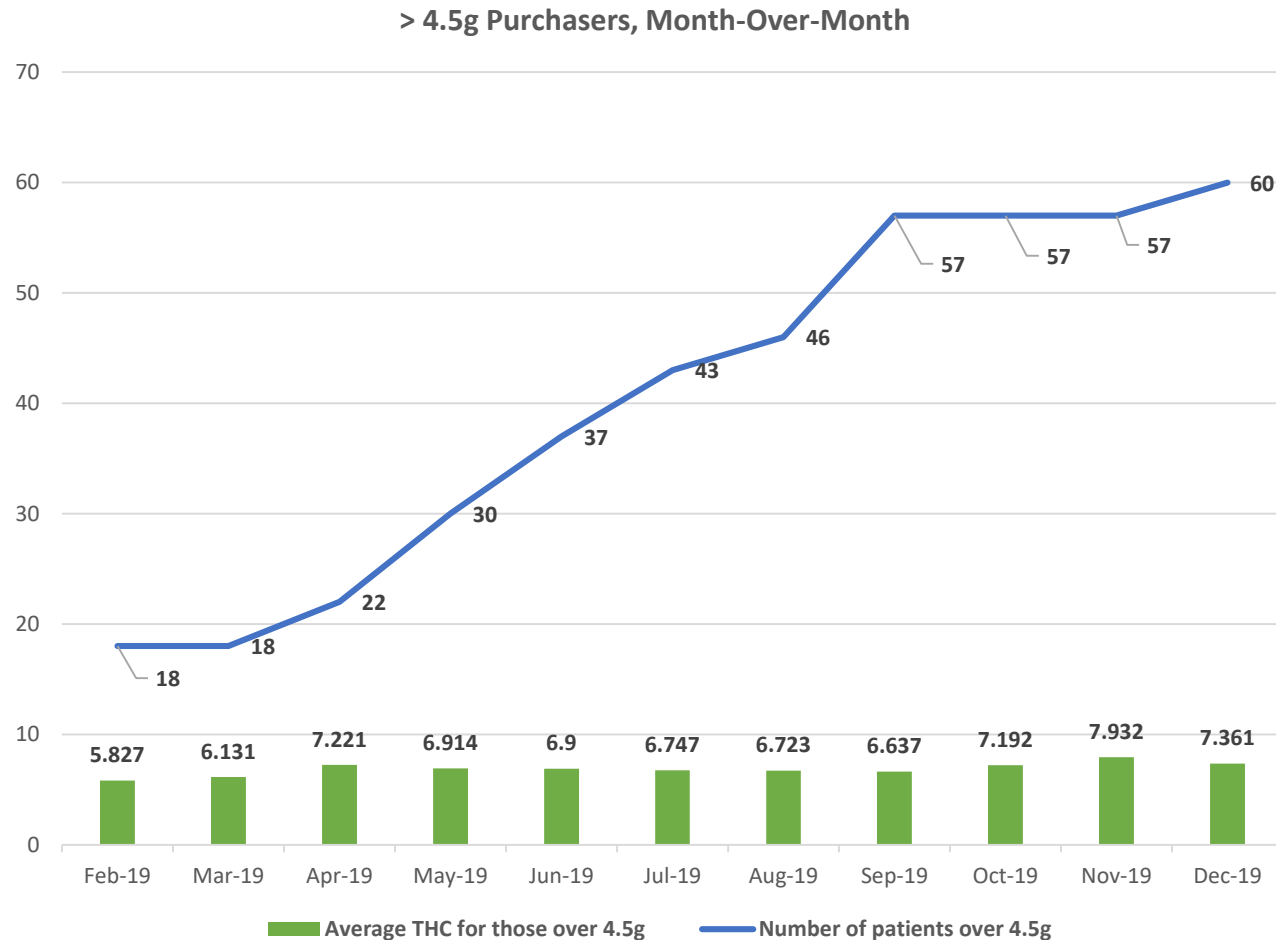


THC Purchasing Across the Program

- In the program to-date, **132** *individual* patients have purchased > 4.5g THC in any 90-day period since program launch
 - Amongst these patients, the average THC-purchased is **8.1g**
 - **96%** of these patients are certified for *Untreatable Pain*

- **Considerations**
 - **Distance:** Many of Iowa's large purchasers live multiple hours from a dispensary, and only make purchases every 3-6 months
 - **Costs-Incurred by Patients:** (physician consultation fee, application fee, travel, price of products, etc.) contribute how much a patient may purchase
 - **40%** of Iowa patients qualify for reduced fee (Medicaid, disability, etc.)
 - With these factors, patients may be determining dosage based on budget, as opposed to efficacy

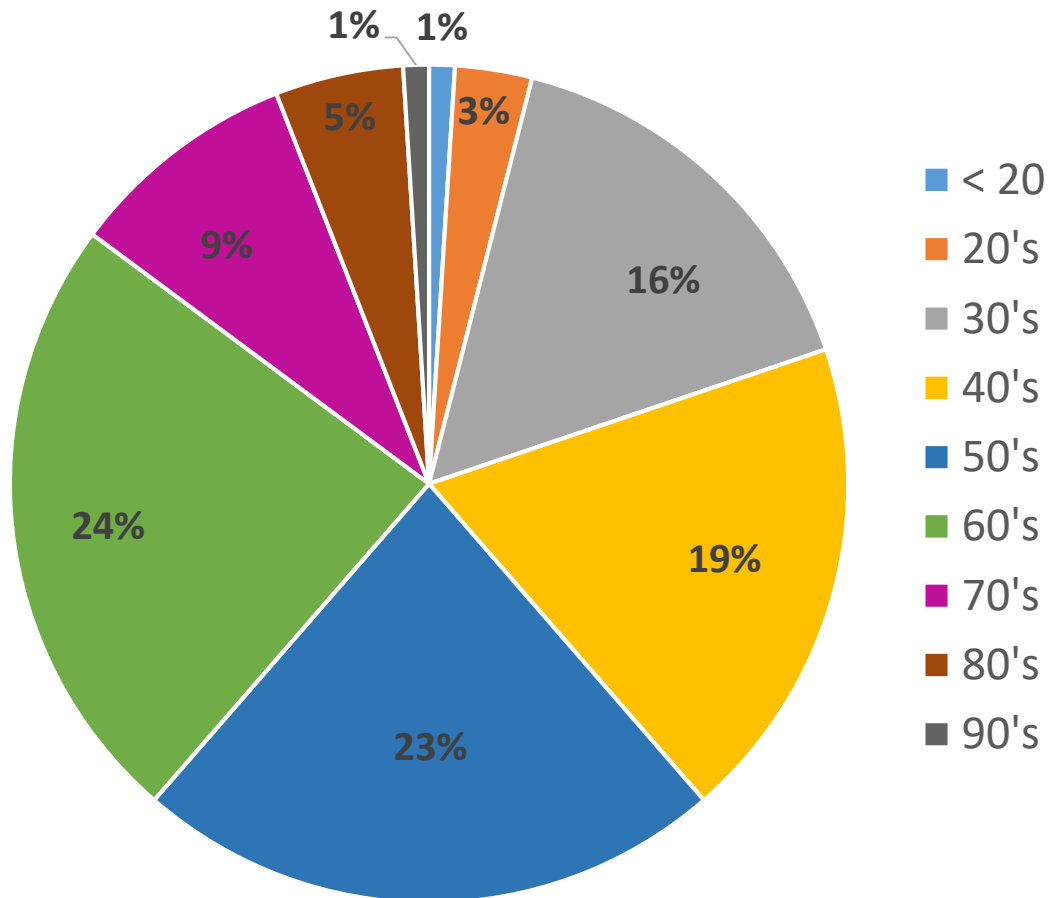
> 4.5g Purchaser Averages & Trends



- As mentioned, 96% of >4.5g/90-day purchasers are certified for *Untreatable Pain*. Anecdotally or Empirically, a condition where more THC may be indicated
- This rate of increase follows closely with the overall increase in the total patient population
- As more patients adopt the program, more patients will be affected by a 4.5g threshold

> 4.5g/90-day Purchaser Attributes

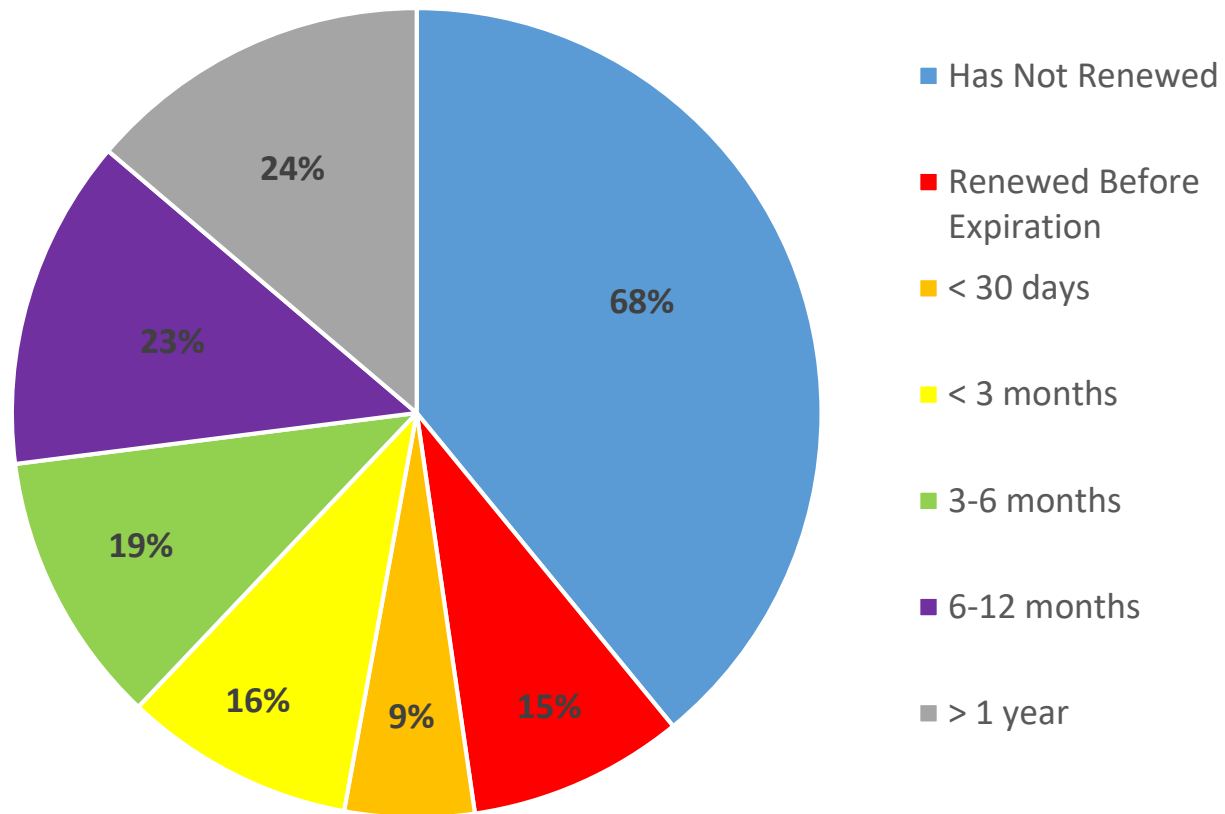
> 4.5g/90-day Purchasers, Age Groups



- Purchasers of > 4.5g THC/90 days are widely distributed across age ranges
- The largest percentage of higher purchasers are between the ages of 50 (23%) and 70 (24%) years. Nearly 50% of Iowa's patient population is in this age range

Registration Card Renewal Metrics

Medical Cannabidiol Registration Card Renewal Metrics



- One year into the program, many patient's cards are expiring, and are eligible for renewal
 - 6 months + = patients that never had access to dispensaries
 - 68% is heavily weighed towards recent expirations in Nov & Dec, 2019

- Patient renewals will be the primary metric for program health. Renewal rates provide insight into program and product effectiveness

- The OMC will be tracking renewals over numerous time periods post-expiration, considering the time it may take to see a physician and make it through the application process

IPDH DEA Petition Update

- At the August 2, 2019 meeting, the Board unanimously recommended that IDPH consider requesting the exemption from the DEA.
- On September 21, 2019, IDPH received a Petition requesting that IDPH file an application with the DEA to obtain exemption from federal drug laws for Iowa's medical cannabidiol program
- To our knowledge, none of these states which have enacted medical cannabis programs have moved forward with an application to the DEA requesting this federal exemption
- Chapter 124E does not mandate IDPH to seek an exemption from federal law and regulations
- To date, neither the DEA nor any other federal agency has taken any adverse action we are aware of related to Iowa's medical cannabidiol program
- IDPH has declined to submit the requested application for exemption at this time.



Thank You.

Questions?

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