



MINNMEM ANNOUNCES PRICE CUTS FOR NEW AND ESTABLISHED PATIENTS New Patients Will Get a 50 Percent Price Break

Minneapolis, Minn. (September 24, 2015) – Minnesota Medical Solutions (MinnMed) today announced two new price reduction programs that will make cannabis-based medicines more affordable for Minnesota patients.

For new patients, who are paying both the Minnesota Department of Health's (MDH) legally required registration fee along with the cost of their medicine, MinnMed will be offering 50 percent off of the purchase of all medications obtained during their first visit. This new patient program will be available during the month of October.

"That 50 percent price reduction will help ease the financial burden associated with the initial enrollment and we hope will give patients a reason to try our medications," said Kyle Kingsley, M.D., Chief Executive Officer (CEO) of MinnMed. "We want suffering patients to find out if this treatment can give them relief, and this program will make the initial treatment significantly more affordable."

For its 300 plus current patients, MinnMed announced today that it is offering an enhanced program that reduces prices by giving patients points that vary according to the amount of the purchase. The points then can be redeemed to reduce medicine costs in the future. This ongoing price reduction program will apply to all amounts and types of medicine, and no minimum purchase will be required.

"This particularly helps patients whose conditions require more costly medicines and dosages, since the higher the cost, the higher then number of points patients will receive to reduce their future costs," said Kingsley.

These price reduction programs come on top of MinnMed's pre-existing discount program for low-income Minnesota patients. Since MinnMed starting treating patients on July 1, 2015, MinnMed has given a 15 percent discount for all purchases of medicine to low-income patients who are eligible for Medical Assistance, Minnesota's Medicaid program. This is the most significant income-based discount program of its type in Minnesota.

MinnMed also is in the process of starting a nonprofit foundation to raise charitable contributions that would be used to support patients.

MinnMed offers a full array of cannabis-based medicine formulations in capsule, oil and tincture form that are customized for each patient's unique medical condition and experience with the medicine. For instance, patients with seizure disorders tend to have the most success with medicines relatively high concentrations of the cannabinoid CBD. At the same time, patients with cancer tend to experience more relief from suffering when taking formulations with a higher concentration of THC. CBD-rich medicines cost more, because they are more expensive to produce.

"We don't treat with one-size-fits-all medicines, so our prices aren't one-size-fits all," Kingsley explained. "Prices vary with each type and dosage of medicine, so many patients spend less than \$200 per month, while some pay significantly more."

Though a MinnMed survey found that about 70 percent of Minnesota medical cannabis patients said that current prices either were what they expected or lower than they expected, MinnMed is

committed to finding ways to further decrease prices. Kingsley anticipates that medicine prices will decrease in the future as the number of Minnesota patients increases, something that has happened over the first three years in other states with new medical cannabis laws. Kingsley also said that MinnMed's growing, laboratory and patient care processes continue to get more efficient over time.

"This issue keeps us up at night," said Kingsley. "I continually tell our team that we need to do everything we can to ease patients' financial burdens, so that more patients get help."

MinnMed currently serves state-certified patients at its Patient Centers in Minneapolis and Rochester. It is one of two manufacturers licensed by the Minnesota Department of Health to treat patients with customized cannabis-based medicines in capsule, oil and tincture form. More information is available at www.minnesotamedicalsolutions.com.

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