



1. What is the breakdown in sales between online and offline?

We estimate that 30% of sales in NSW take place on line.

2. What is the value of the industry in NSW and nationally?

Nationally the industry is worth well over \$600 million annually. Governments would be currently collecting considerable GST and company tax on this revenue. We estimate that the NSW industry is worth approximately \$200 million annually.

It is important to note that a large percentage of synthetic cannabis smokers were previously cannabis smokers (Monica Barratt's research bears this out). It is likely that all of these will go back into the cannabis market if the cannabinoid product becomes unavailable.

Restricting cannabinoids will immediately boost criminal profits of cannabis producers, especially motorcycle gangs. In NSW the financial impact of this on the state becomes multiplied by siphoning tax revenue, increasing enforcement costs, increased gun crime, and increased trading capacity in harder drugs. It also connects cannabinoid users who were previously not exposed to criminals and hard drugs, with the suppliers of such hard drugs, which will have long-term and ongoing financial and social effects for the state.

Fiona Patten: CEO