

# UPDATED INVESTOR PRESENTATION

SEPTEMBER 2018

OTCQB: ZLDAF

W W W . Z E L D A T H E R A P E U T I C S . C O M



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## CORPORATE VISION

## OUR VISION

• Become a global leader in clinical validation of medicinal cannabis and rapid delivery of transformative medicines to patients.

## OUR STRATEGY

- Singular focus on clinical trials that address unmet needs of patients and clinicians for clinically validated cannabis medicines.
- Generate novel IP, with a particular focus on cancer, and establish distribution partnerships to rapidly access global cannabis markets.

## OVERVIEW

# ZELDA THERAPEUTICS OFFERS INVESTORS EXPOSURE TO A WORLD-CLASS TEAM AT VERY ATTRACTIVE VALUATIONS AND WITH SIGNIFICANT VALUATION DRIVERS OVER THE NEXT 12-18 MONTHS



#### **GLOBALLY EXPANDING INDUSTRY**

Medical cannabis is one of the world's fastest growing industries with increasing acceptance and regulatory approvals globally.

#### MEDICINAL FOCUS

Focused solely on generating rigorous clinical and pre-clinical data in a range of indications.

#### TARGETTING ATTRACTIVE MARKETS

Building a portfolio of activities in cancer, insomnia, autism and other projects pending.

#### **CLEAR PATH TO COMMERCIALISATION**

Multiple revenue opportunities to license and generate milestone and royalty payments.

#### INDUSTRY RECOGNISED BOARD & MANAGEMENT TEAM AND GLOBAL PLARTNERSHIPS

Seasoned executives & advisors with extensive research, pharma & capital markets track records.

#### **GENERATING NOVEL INTELLECTUAL PROPERTY**

Multiple patent families including prognostics, combination therapies & composition of matter.

#### ATTRACTIVE INVESTMENT FUNDAMENTALS

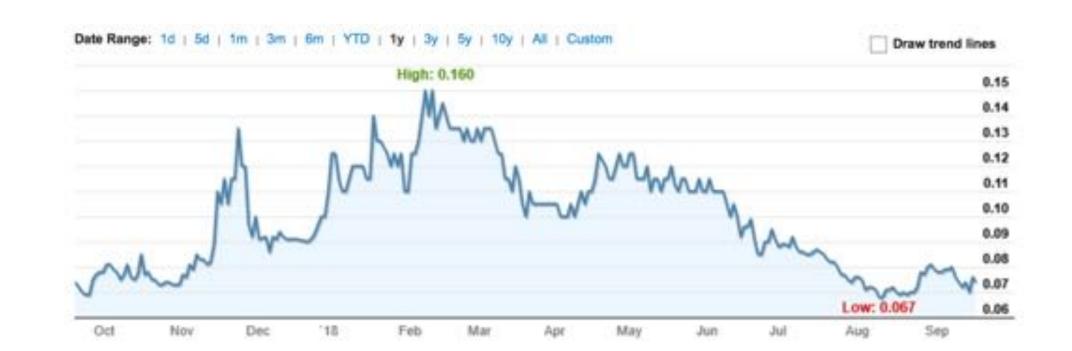
Compared to other clinical stage biotechs and medical cannabis companies.

## CORPORATE SNAPSHOT

#### **HISTORY**

- Focussed on clinical validation and rapid delivery of medicinal cannabis therapies to market.
- Founded in August 2015 and listed on ASX November 2016.
- Access to US patient data informs clinical development.
- Experienced pharma and cannabis management team.
- Path to revenue facilitated by strategic IP, novel products and global distribution partnerships.

## SHARE PRICE (as at 20 Sep 2018)



## FINANCIALS (as at 20 Sep 2018)

	AUD\$
<ul> <li>Share Price</li> </ul>	\$0.072
• 52w Range	\$0.067 - 0.16
<ul> <li>4w Trading Volume</li> </ul>	1.05m
<ul> <li>Shares on Issue</li> </ul>	755m
<ul> <li>Market Capitalisation</li> </ul>	\$54m
<ul> <li>Cash (June, 2018)</li> </ul>	\$5.78m
<ul> <li>Cash Burn (2018 FY)</li> </ul>	\$1.73m
• Debt	\$0
<ul> <li>CannPal options (@20c)</li> </ul>	7.25m

#### **CAPITAL STRUCTURE**

Top 20 Shareholders: 45% Listed Options: 40m

#### Top 5 Shareholders

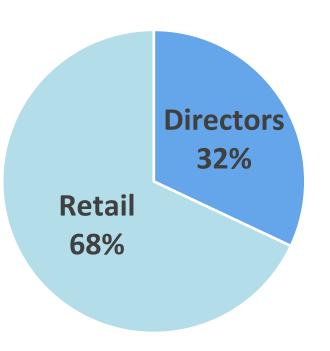
• Mara Gordon 10.5%

Jason Peterson 10.0%

• Harry Karelis 6.6%

• Stewart Washer 4.7%

• Amit Gupta 2.2%





# BOARD & MANAGEMENT



Dr Richard Hopkins Managing Director

Richard is an experienced bio-pharmaceutical executive with over 11 years in corporate leadership roles with public biotechnology companies.



Harry Karelis
Founder & Executive
Chairman

Harry is a co-founder of
Jindalee Partners and has in
excess of 25 years diversified
experience in the financial
services sector including
specialist med-tech private
equity investing.



Dr Stewart Washer Founder & Director

Stewart has 25 years of CEO and Board experience in medical/biotech. He is currently Chairman of Orthocell Ltd and Director of Cynata Ltd.



Mara Gordon
Founder & Director

Mara specialises in the development of cannabis extract treatment protocols for seriously ill patients in California.



Jason Peterson Founder & Director

Jason is a Director, major shareholder and Head of Corporate at boutique stock broking and investment banking firm, CPS Capital. He has more than 21 years of experience in the financial advisory sector.



# MEDICAL ADVISORY TEAM



**Professor Manuel Guzman** 

Professor of Biochemistry and Molecular Biology at Madrid's Complutense University and expert on the molecular mechanisms of action and role of cannabinoids in controlling cell generation and death.



**Dr Cristina Sanchez** 

Assistant Professor at Complutense University, Madrid Spain. Specialist in the area of lipid signaling, including cannabinoids in an oncology setting.



**Dr Noah Federman** 

Paediatric clinical and research oncologist.
Director of the Paediatric Bone and Soft Tissue Sarcoma Program at University of California, part of the prestigious UCLA Sarcoma Program and UCLA's Jonsson Comprehensive Cancer Centre.



**Dr David Casarett** 

Professor of Medicine and a leading palliative care physician at Duke University School of Medicine. Clinical interests include use of cannabis to treat pain and nausea.

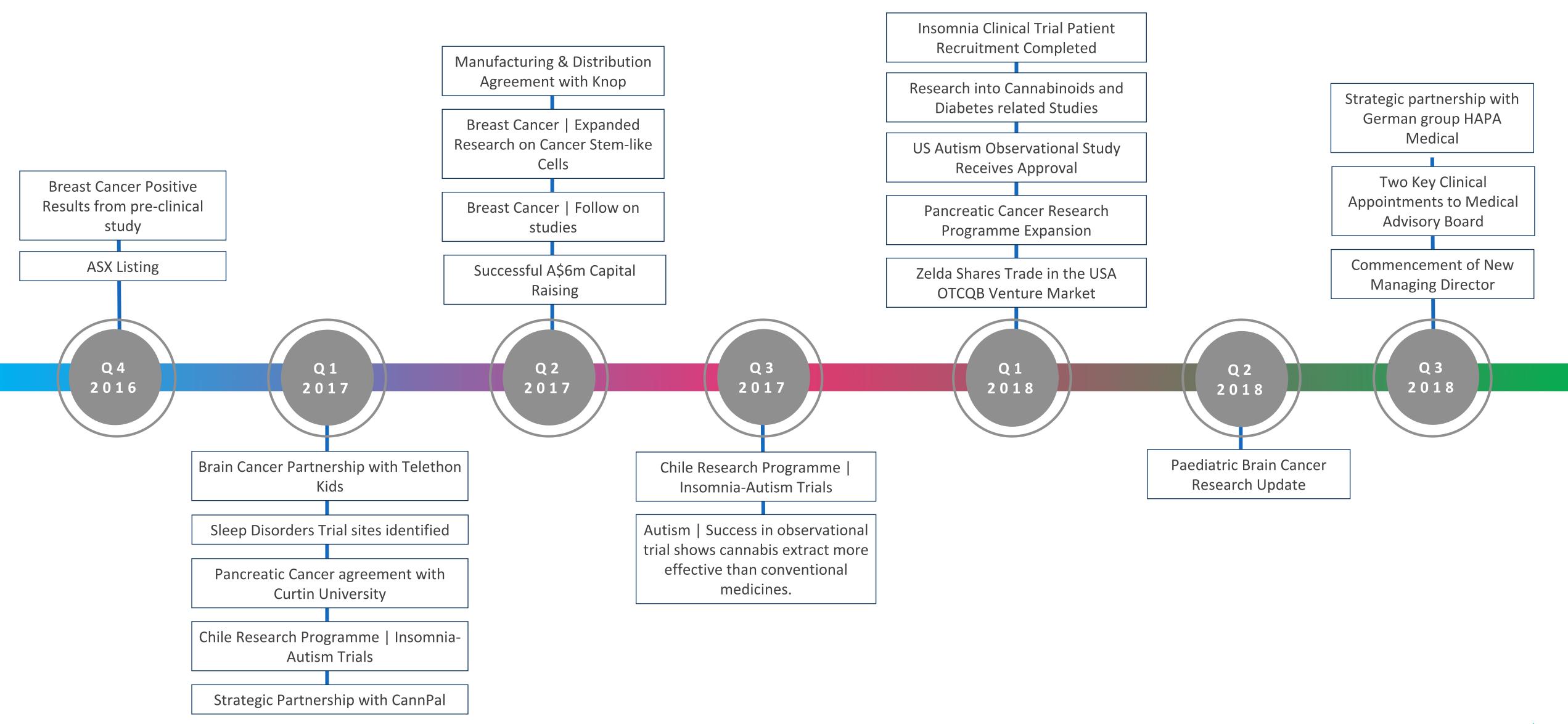


**Dr Dustin Sulak** 

Dustin Sulak is an integrative medicine practitioner and leader in the emerging field of cannabinoid medicine. Founder of two specialist clinics in the US that have treated over 18,000 patients with medical cannabis.



## MILESTONES ACHIEVED



# STRATEGIC PARTNERSHIPS



Manufacturing and distribution partner for Zelda products in Germany



**Autism Clinical Trial** 



Insomnia trial with world leading Sleep Centre





Australian animal health company developing medicinal cannabis products for animal markets. Zelda has options over ~7% of CannPal.



Pancreatic cancer and cognitive decline



Paediatric brain cancer



Breast cancer

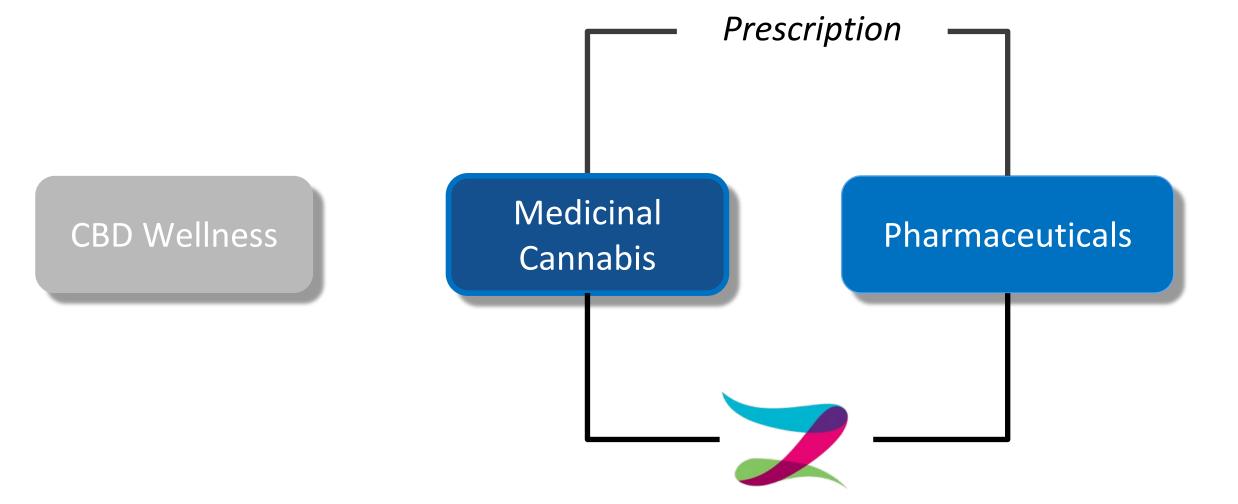


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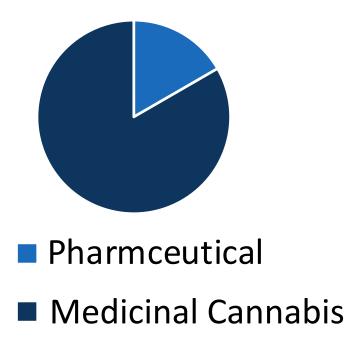
# HOW ARE WE DIFFERENT?

# STRATEGIC FOCUS ON RAPIDLY GROWING MEDICINAL CANNABIS SECTOR

- Global Medicinal Cannabis Market worth \$12 billion in 2018<sup>1</sup>.
- Forecast to grow to \$40-55 billion 2028<sup>1,2</sup> (18% CAGR).
- ~ 1% of populations in US and Canada already using medicinal cannabis.
- Zelda targeting prescription-based **medicinal cannabis** sector which is growing at 80% pa.<sup>2</sup>



Relative MC market share in Europe<sup>3</sup>

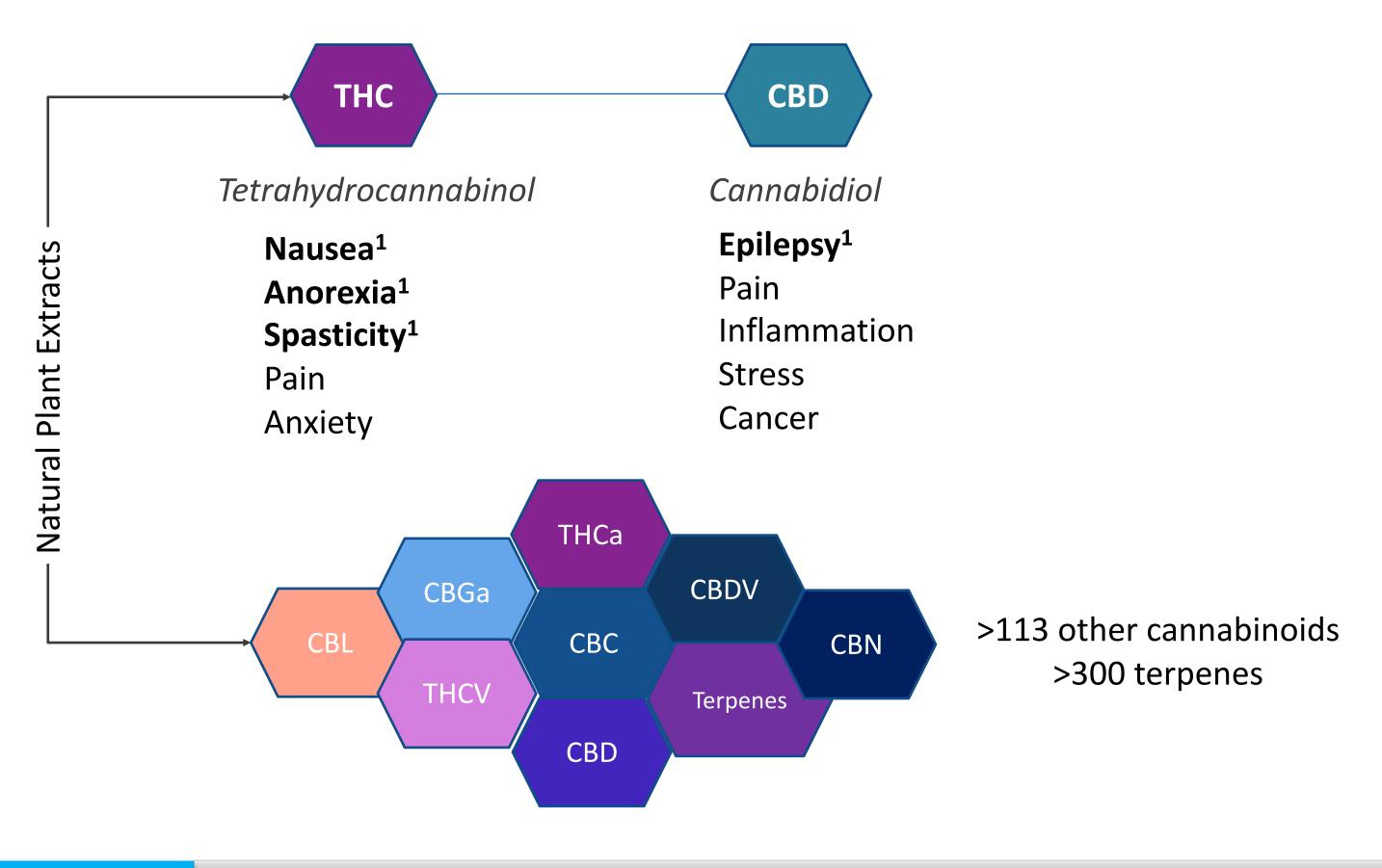


<sup>1. &</sup>lt;a href="https://www.persistencemarketresearch.com/market-research/medical-marijuana-market.asp">https://www.persistencemarketresearch.com/market-research/medical-marijuana-market.asp</a>

<sup>2.</sup> European Cannabis Report – 3rd Edition (Prohibition Partners)

<sup>3.</sup> European Cannabis – Cannacord Report 31st August, 2018

# STRATEGIC FOCUS ON WHOLE-PLANT EXTRACTS AND "ENTOURAGE EFFECT"



Strategic Focus

## **Entourage effect:**

Combined effect of the cannabinoids, terpenes, and other chemical compounds that produce a greater effect than the sum of their parts.



# FOCUS ON EMERGING LARGE PATIENT MARKETS

## BREAST CANCER

Most common cancer in women with > 2 million new cases diagnosed each year

## PANCREATIC CANCER

12th most common cancer globally with very poor prognosis (<4% 5yr survival rates)

## BRAIN CANCER

Common cancer with low survival rates





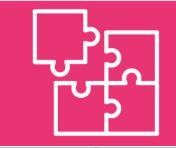


## INSOMNIA



Insomnia affects approx. 35% of adults

#### AUTISM



Affects 1% people worldwide.

## DIABETES COGNITIVE DECLINE



Diabetes a major risk factor for dementia which affects 50 million people worldwide



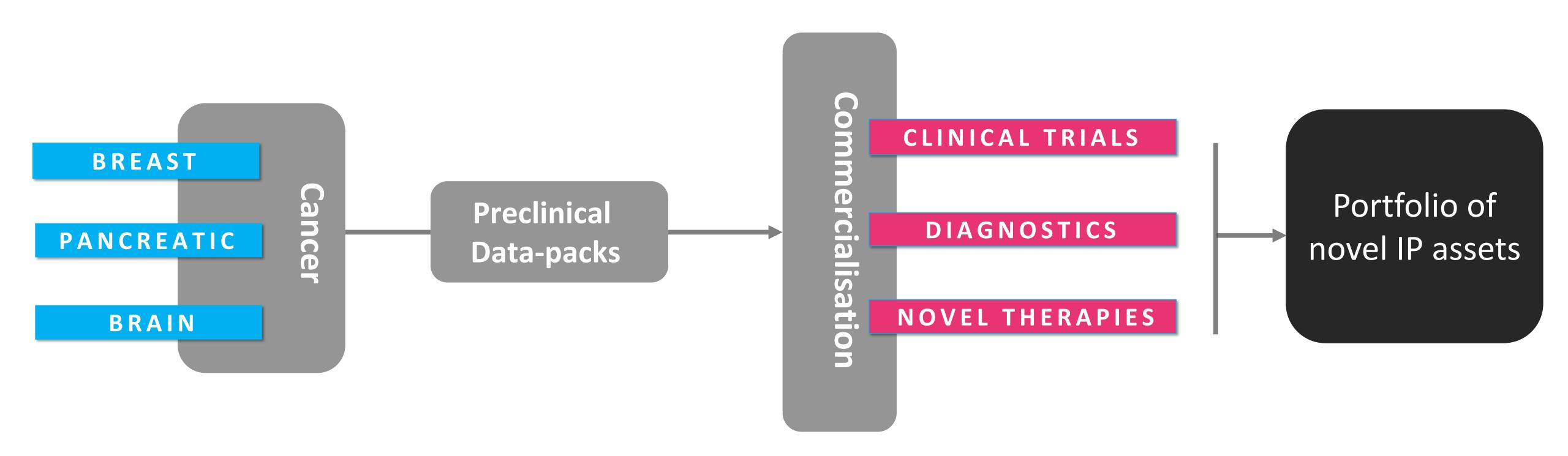
# ACTIVE INTELLECTUAL PROPERTY STRATEGY

- Working with Australia's leading patent attorney firm.
- Seven patent families filed:
  - Cancer
  - Skin Disease (topical)
  - Sleep Disorders
  - Cancer diagnostics
  - Autism
  - Anxiety
  - Opioid Reduction
- Patents provide protection until 2036.
- Generating novel IP is core to Zelda's commercialisation strategy.
- IP will be essential as patent landscape becomes increasingly sophisticated and litigious.

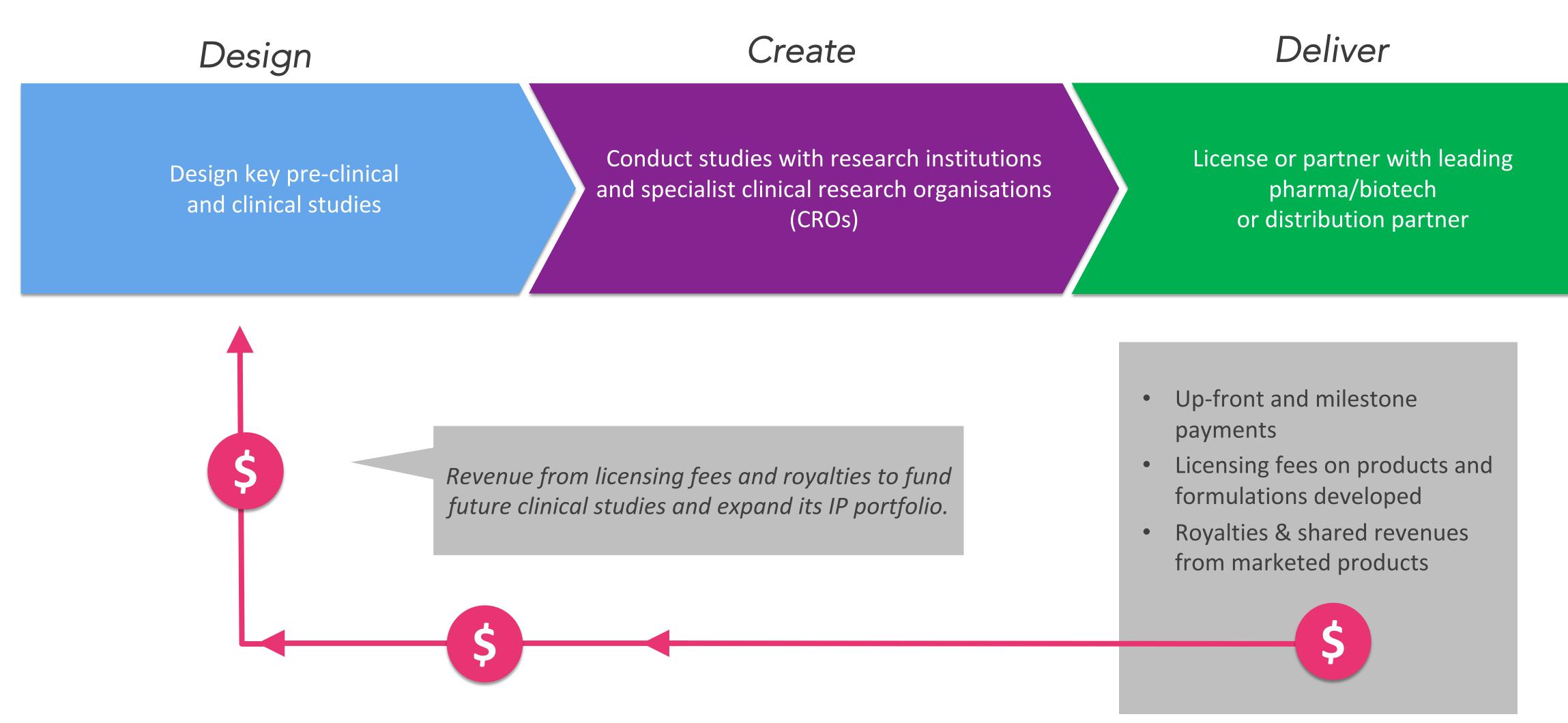
atent	Priority Date	Filing
Cancer	August 2016	WO2018/023166
Skin Disease	August 2016	WO2018/023164
Sleep Disorders	August 2016	WO 2018/023163
Insomnia	November 2017	AU2017904818
Cancer Prognosis	October 2016	WO 2018/071986 A1
Autism	September 2017	AU2017903766



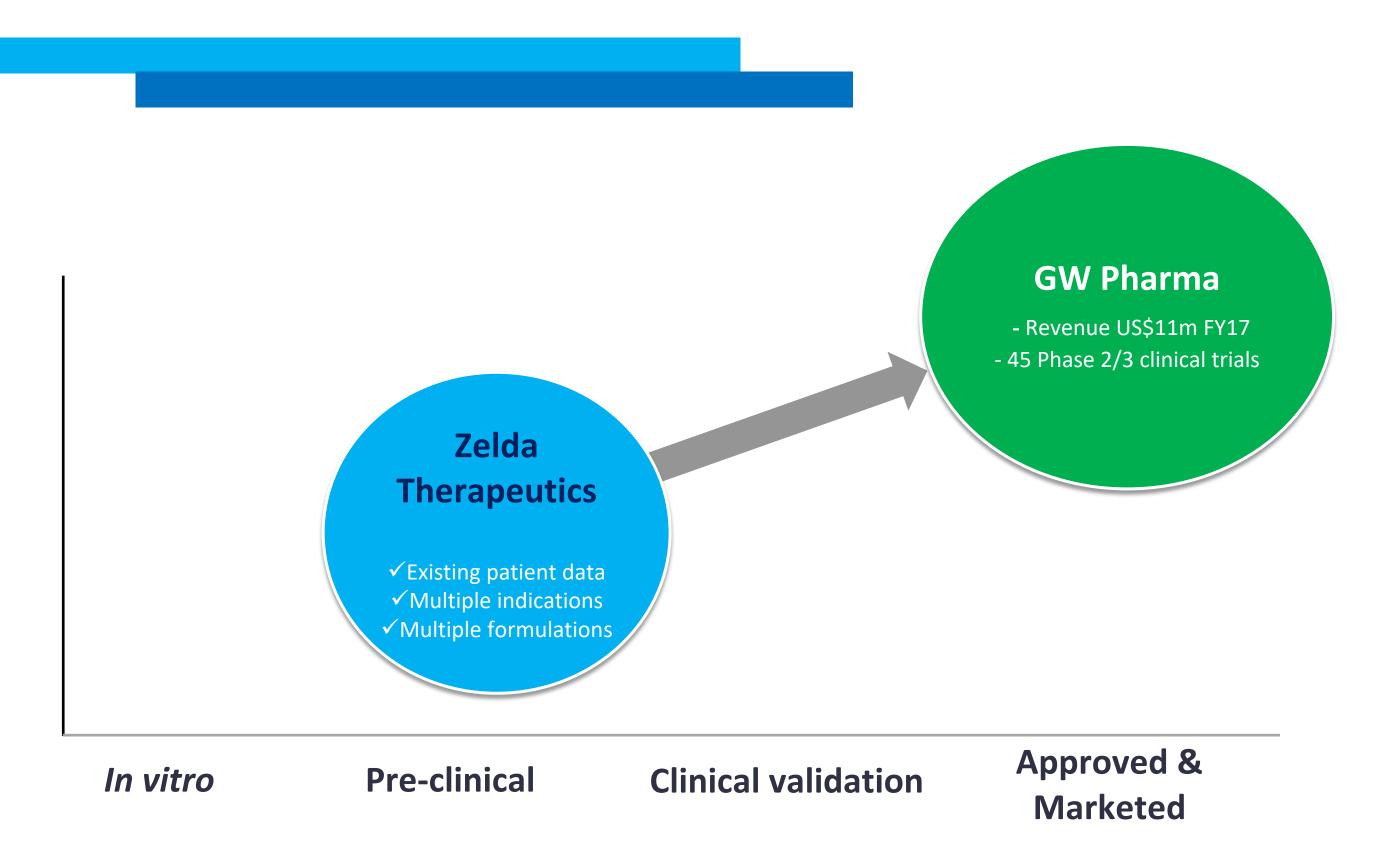
# PRECLINICAL: STRATEGIC FOCUS ON CANCER TO GENERATE NOVEL IP

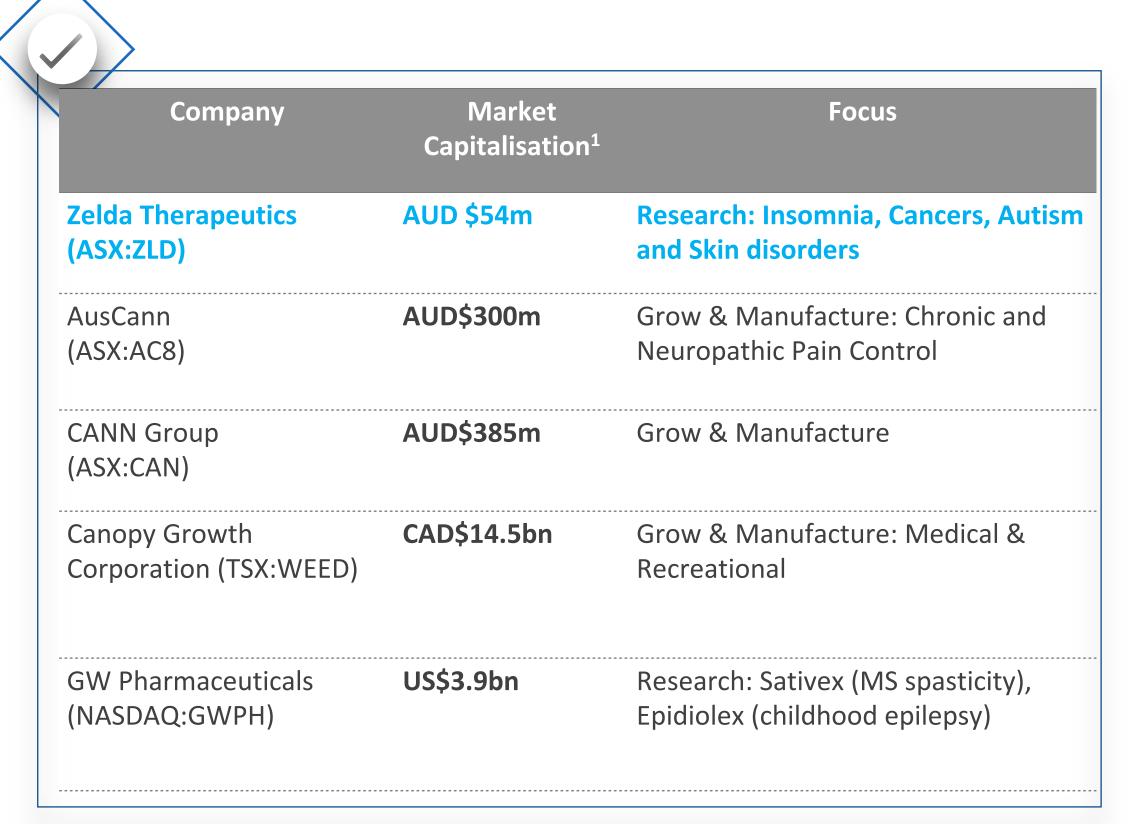


# COMMERCIALISATION MODEL



## COMPARATIVE ANALYSIS





<sup>1. 20&</sup>lt;sup>th</sup> September 2018



# UPCOMING ACTIVITY & MILESTONE PIPELINE

#### **BREAST CANCER**

Follow-on studies focused on *in* vivo testing in conjunction with chemotherapy.

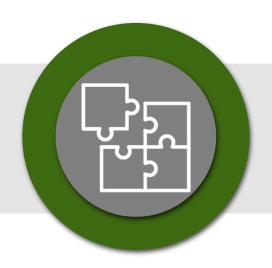
#### **AUTISM**

Recruitment for observational trial commenced.











#### **BRAIN CANCER**

Preclinical studies underway with initial results expected 2019.

#### **PANCREATIC CANCER**

Research programme commenced with animal data expected 4Q, 2018.

#### **SLEEP DISORDER**

Clinical trials commenced in Q3, 2018 with trial data expected by mid-2019.



## STRONG STRATEGIC POSITIONING



- Global early mover in the medical space.
- Ongoing establishment of research collaborations with leading global institutions.
- Global strategic partnerships in place covering supply, manufacture and distribution.
- Dynamic intellectual property strategy including blocking patent activities.
- Diversified clinical pipeline multiple shots on goal.
- Pre-clinical pipeline generating dossiers in the form big pharma and regulators expect.
- High level of sector M& A activity.
- Relatively low valuations compared to global peers suggests significant potential for value creation.
- Current research pipeline fully funded.
- Positioned for rapid entry into commercialisation phase upon successful clinical trials.

# CONTACT US









@ZELDATHERAPEUTICS

WWW.ZELDATHERAPEUTICS.COM

## **Dr Richard Hopkins**

**Managing Director and CEO** 

#### **AUSTRALIA**

Level 26

140 St Georges Tce

Perth WA 6000

+61 413 056 628

rhopkins@zeldatherapeutics.com



# APPENDIX

## CLINICAL

## AUTISM | POSITIVE OBSERVATIONAL STUDY





• Observational study in Chile, demonstrated successful results for treating core symptoms of autism.



• Results were presented at the prestigious 23rd World Congress of Neurology in Kyoto, Japan.



• Results demonstrate cannabis extracts were more effective than conventional autism medicines.



• 71.4% showed significant improvements in at least one core symptom and 66.7% of treated patients showed significant general overall improvement.



• Successful clinical trial results will lead to product registration and distribution in global markets.



## CLINICAL

## INSOMNIA



• Insomnia affects approximately 35% of adults.



## **Current Insomnia treatment**

- Benzodiazepines are tranquilisers usually prescribed for anxiety and insomnia.
- Overdoses from these cause almost 3 times more deaths than heroin & methamphetamine combined.



## **Zelda's Insomnia Trials**

- Approved to conduct clinical trial with University of Western Australia Sleep Centre.
- Trial expected to commence in 2H-2018.

#### BREAST CANCER





• **Zelda's plant-derived THC formulations** shown to have anti-cancer effect against a range of breast cancers, including triple negative, which is the most lethal form.



• Zelda's THC-rich formulation have greater anti-cancer effect than synthetic THC across all cancer subtypes, = Entourage Effect!



• Zelda's collaborators first to describe this **novel 'Entourage Effect'** in cell lines and **animal models of breast cancer**.



• Zelda's THC-rich formulation shown to improve potency of front-line cancer drugs.



Supports use of plant-derived cannabinoid therapies to treat breast cancer types including hormone receptor positive, HER2+ and Triple Negative cancer types.



#### PANCREATIC CANCER





 12th most common cancer. Very poor prognosis with 1 year survival rates <20%. Urgent need for new therapies and biomarkers to facilitate early diagnosis.



 Collaborator published data showing novel combination of CBD and gemcitabine improves survival rates by 3-fold using gold standard mouse model of pancreatic cancer.



• Expanded animal studies with Zelda currently ongoing. Assessing novel combinations of cannabinoids plus front-line cancer therapies for improved efficacy.



• If successful, Zelda aiming to progress to clinical trial in 2019. Have engaged leading clinical oncology team at a major Perth hospital.



 Progressing novel biomarker project, which has potential to address need for early diagnosis of pancreatic cancer.



#### PAEDIATRIC BRAIN CANCER





 Medulloblastoma is the most common malignant brain tumour in children<sup>1</sup>. Clinical evidence supports the use of cannabinoids to treat glioblastoma.



 Collaboration with world leading Brain Cancer team from Telethon Kids Institute with expertise in oncology and paediatric clinic trials.



• Initial results show cannabinoids inhibit the growth of brain cancer cells (Medulloblastoma) and also improve the anti-cancer activity of conventional radio-therapy.



 Animal studies focussing on use of cannabinoids in combination with front-line therapy and radiotherapy.



<sup>&</sup>lt;sup>1</sup> John Hopkins Medicine. 2018. Neurology and Neuroscience: www.hopkinsmedicine.org

#### DIABETES RELATED COGNITIVE DECLINE



• Diabetes is a chronic disease that can lead to a number of complications including the damage to blood vessels in the brain, associated with cognitive decline that can lead to dementia and other related conditions.



 Zelda's research study will occur in well validated animal models of diabetic cognitive decline developed by Curtin University.



• Zelda's research to focus on studying the effect of a cannabinoid-based therapeutic moderating the effects of cerebral capillary damage associated with diabetes.



 Potential to demonstrate that daily dosing of certain cannabinoids can provide some type of long term benefit to diabetes sufferers and moderate the effect of capillary damage.