



# AGM PRESENTATION

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30<sup>TH</sup> NOVEMBER 2018

ASX: ZLD  
OTCQB: ZLDAF  
[WWW.ZELDATHERAPEUTICS.COM](http://WWW.ZELDATHERAPEUTICS.COM)



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# WHY ZELDA?

- EXPOSURE TO RAPIDLY EXPANDING GLOBAL INDUSTRY

*Legalised Medicinal Cannabis is one of the world's fastest growing industries in >22 countries & 34 US states.*

- SINGULAR FOCUS ON CLINICAL VALIDATION

*Building a portfolio of clinically-validated assets to treat pain, anxiety, sleep and cancer.*

- TARGETING UNMET NEEDS IN LARGE ADDRESSABLE MARKETS GLOBALLY

- CLEAR PATH TO COMMERCIALISATION

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

- INDUSTRY RECOGNISED BOARD & MANAGEMENT TEAM

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

- ATTRACTIVE VALUATION

*Compared to other global medicinal cannabis companies.*



# 2018 HIGHLIGHTS

- LAUNCHED THREE CLINICAL TRIALS – RESULTS MID 2019
  - *Insomnia Trial (Sleep Centre, UWA).*
  - *Observation Autism Trial (Children's Hospital of Philadelphia).*
  - *Opioid Reduction Trial (St Vincent's, Melbourne).*
- MANUFACTURE & GERMAN DISTRIBUTION AGREEMENT WITH HAPA MEDICAL BV
- LEADING INTERNATIONAL CANNABIS CLINICIANS APPOINTED TO ADVISORY BOARD
- MANAGING DIRECTOR AND CLINICAL TRIALS DIRECTOR APPOINTED
- EXPANDED PRECLINICAL PROGRAMME FOR CANCERS AND COGNITIVE DECLINE





# COMMERCIALISATION STRATEGY



# MEDICINAL CANNABIS: ACCELERATED PATH TO MARKET

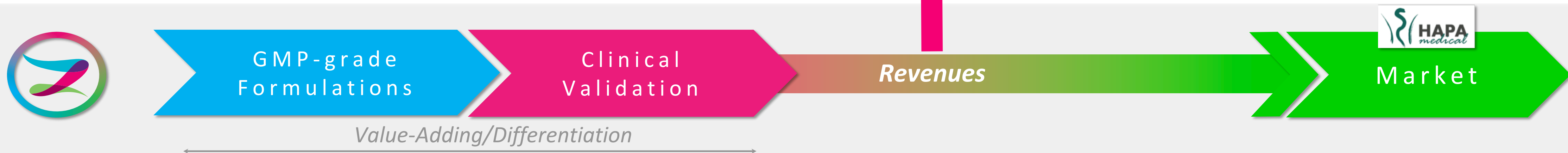
## Conventional Drug Development Path

*10 years to market - \$1 Billion Cost, Expensive Drugs*



## Emerging Market for Unregistered Cannabis Medicines

*Prescription-based, legal, safe & affordable, rapid access to market*





# ADDRESSING UNMET NEEDS ACROSS ENTIRE VALUE CHAIN

Unmet Market Need



Limited data supporting therapeutic benefit of cannabis



Market Penetration



Product Differentiation

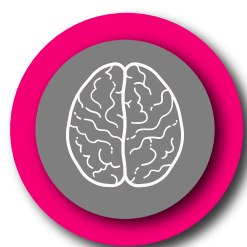


Clinical validation to support prescription

Zelda's Solution



Insomnia



Autism



Cancer



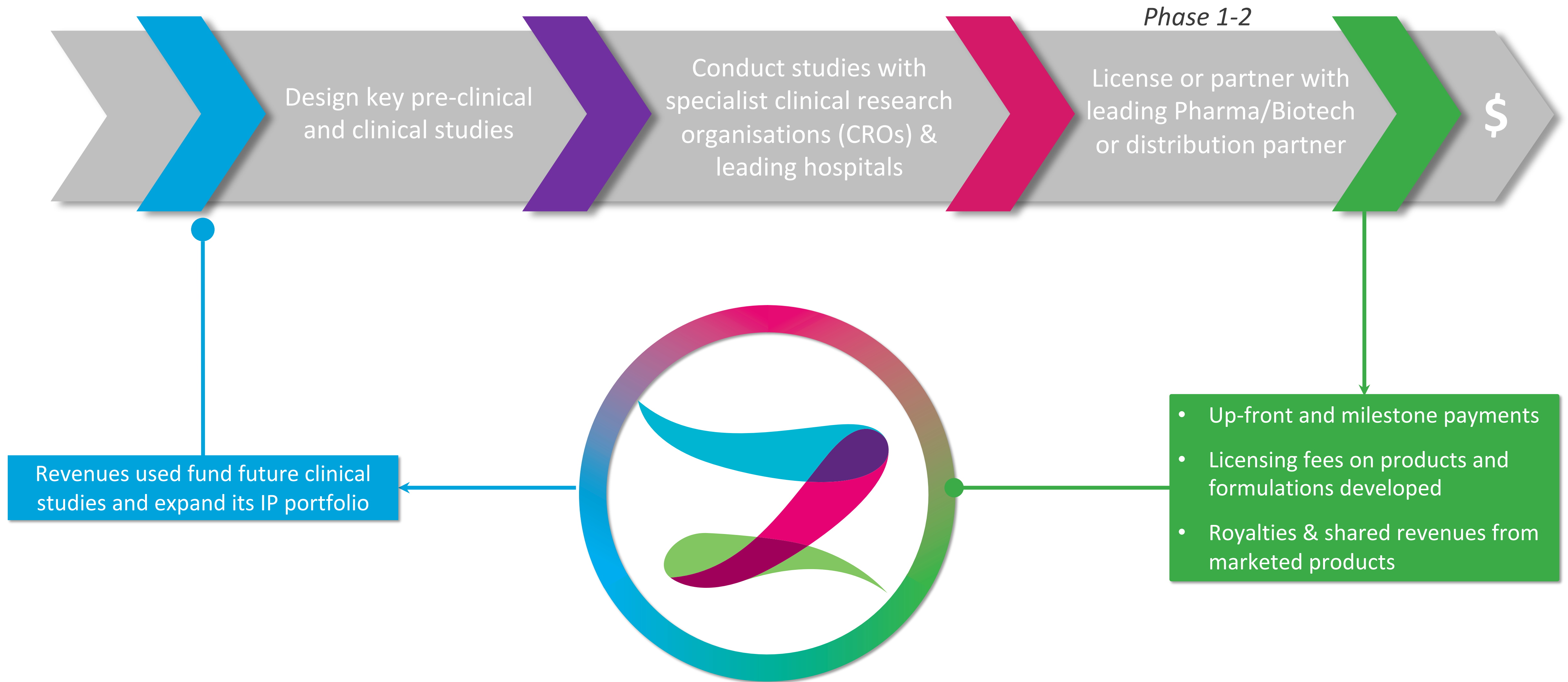
Pain



Portfolio of GMP-grade products to meet different clinical needs

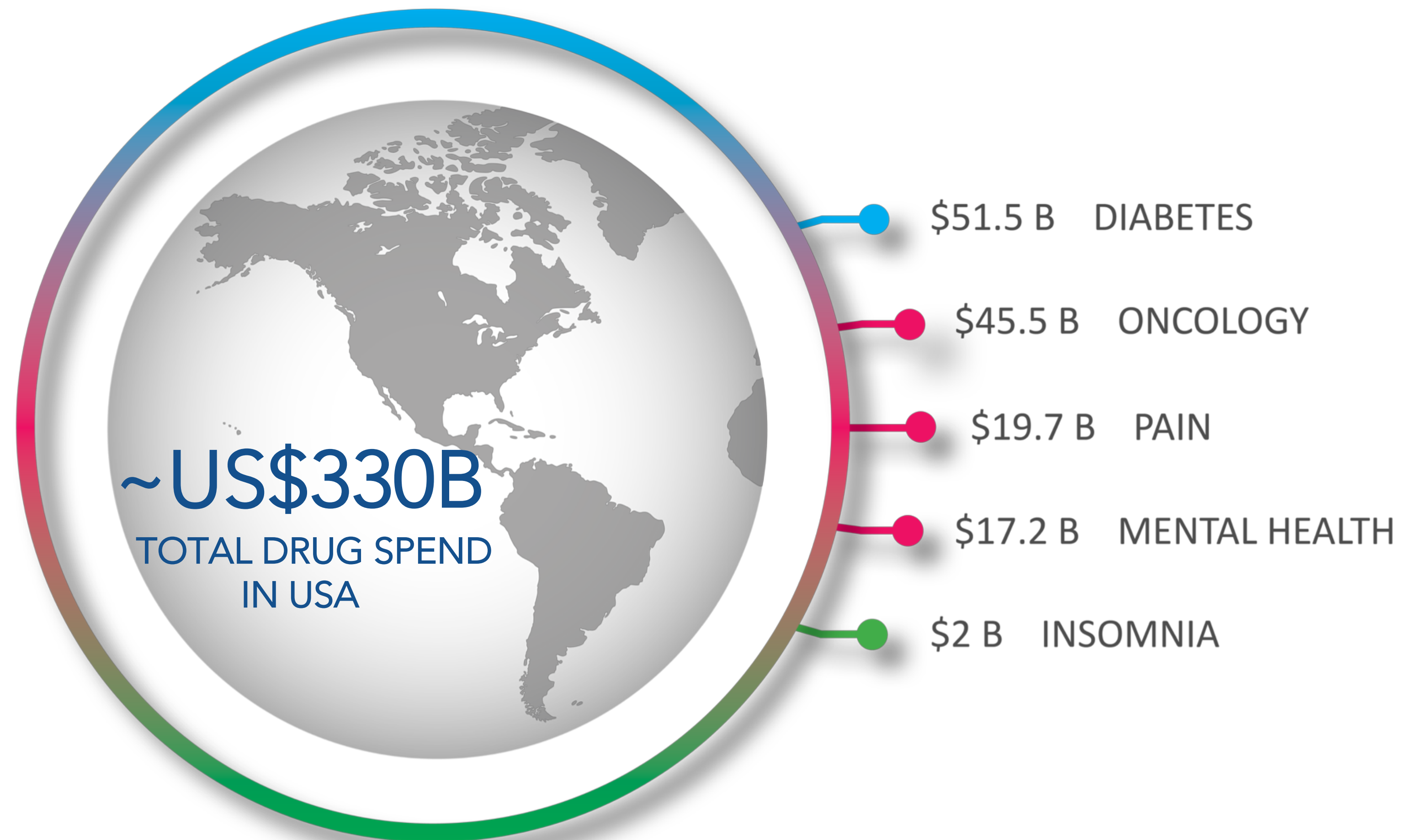


# COMMERCIALISATION MODEL





# STRATEGIC FOCUS ON DISRUPTING LARGE MARKETS



HOW ARE WE DIFFERENT?





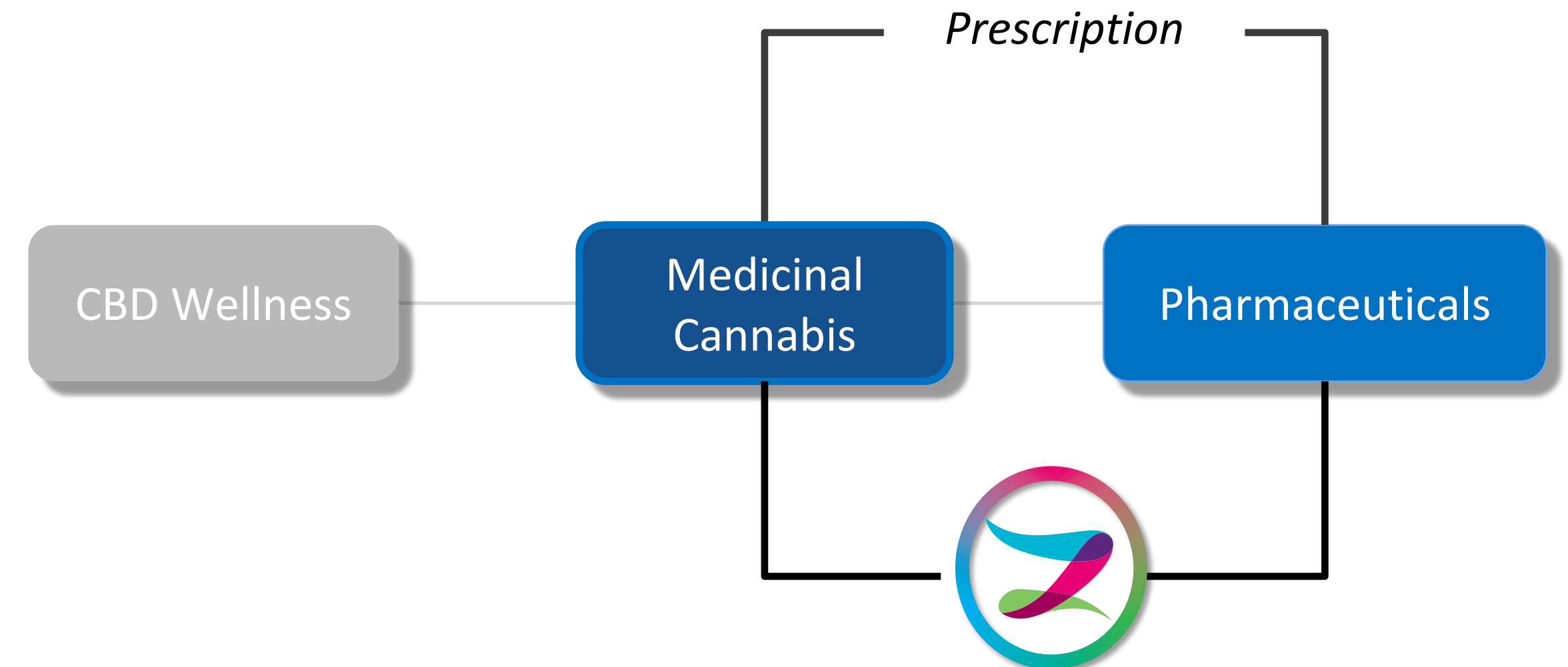
# SINGULAR FOCUS ON PRESCRIPTION CANNABIS MEDICINES

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

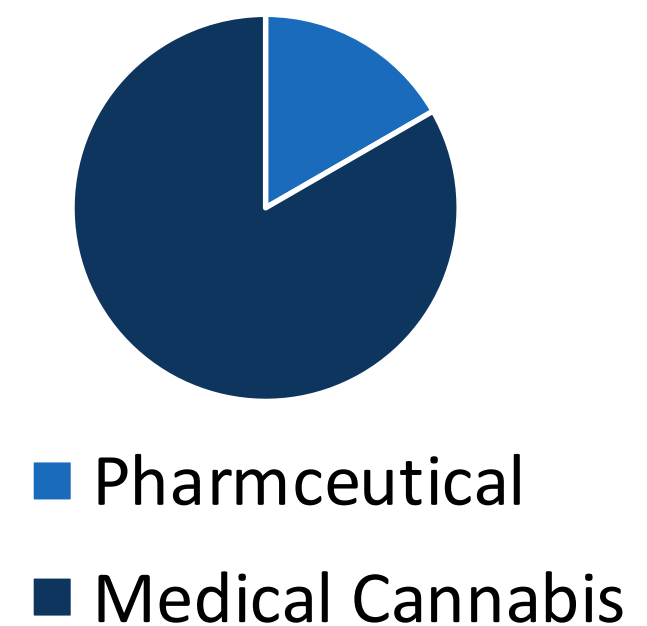
1. <https://www.persistencemarketresearch.com/market-research/medical-marijuana-market.asp>

2. European Cannabis Report – 3rd Edition (Prohibition Partners)

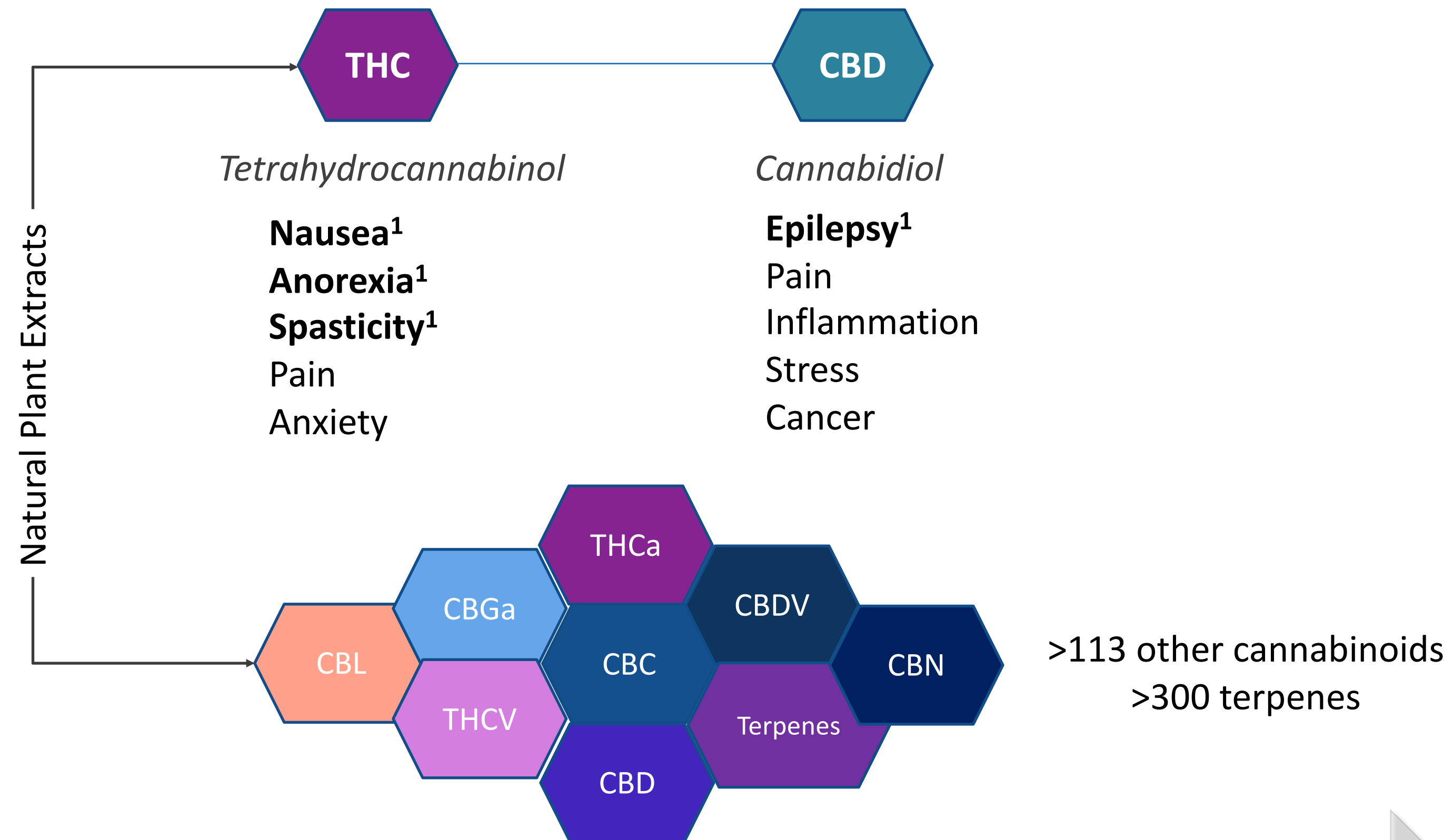
3. European Cannabis – Cannacord Report 31<sup>st</sup> August, 2018



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



# NOVEL FOCUS ON WHOLE-PLANT EXTRACTS – NOT SINGLE COMPOUNDS



**Novel  
Strategic Focus**

Using whole plant extracts improves *potency and safety* = **ENTOURAGE EFFECT!!**

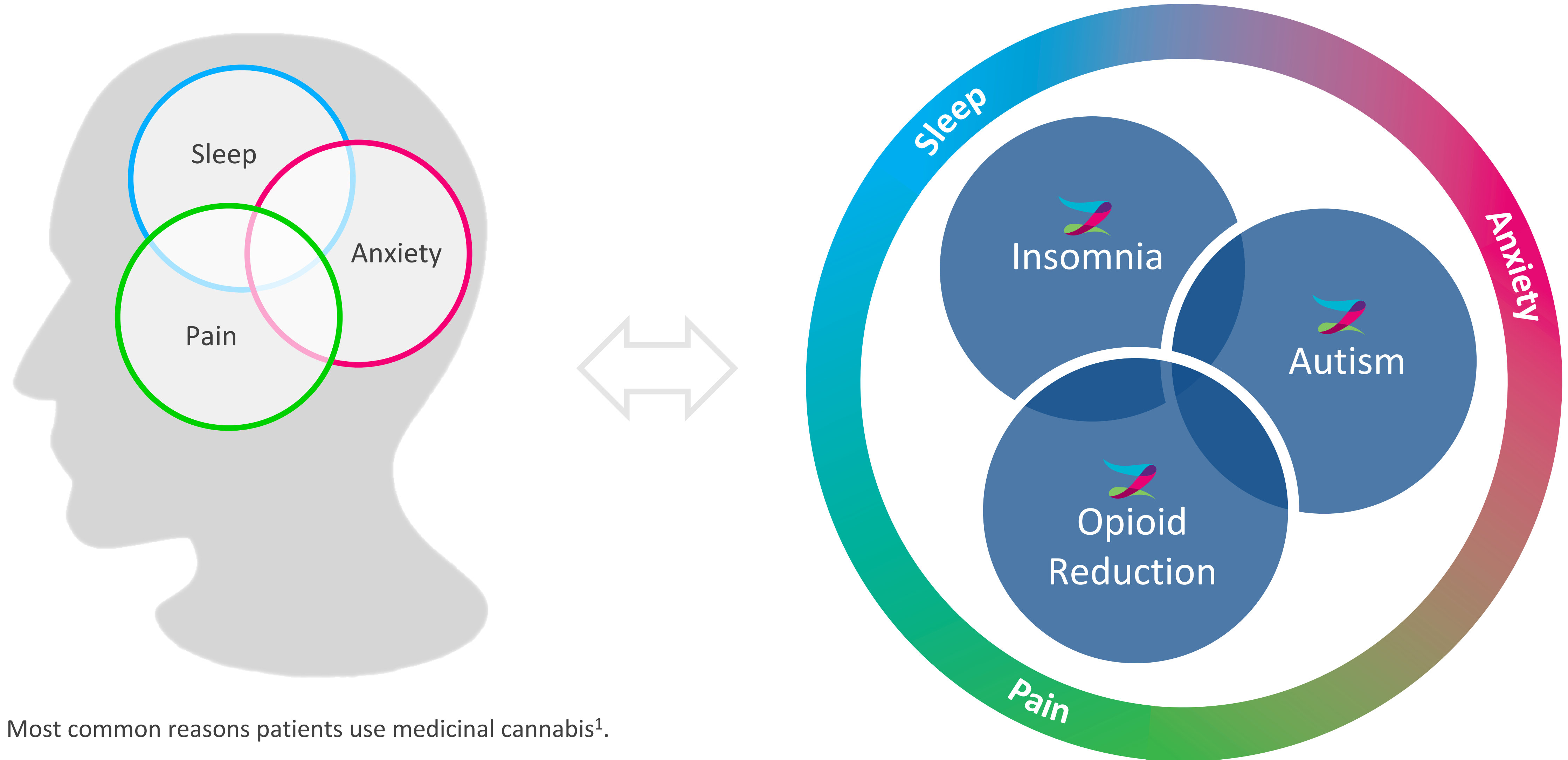


1. Market approved: Sativex, Epidiolex, Nabilone, Dronabinol





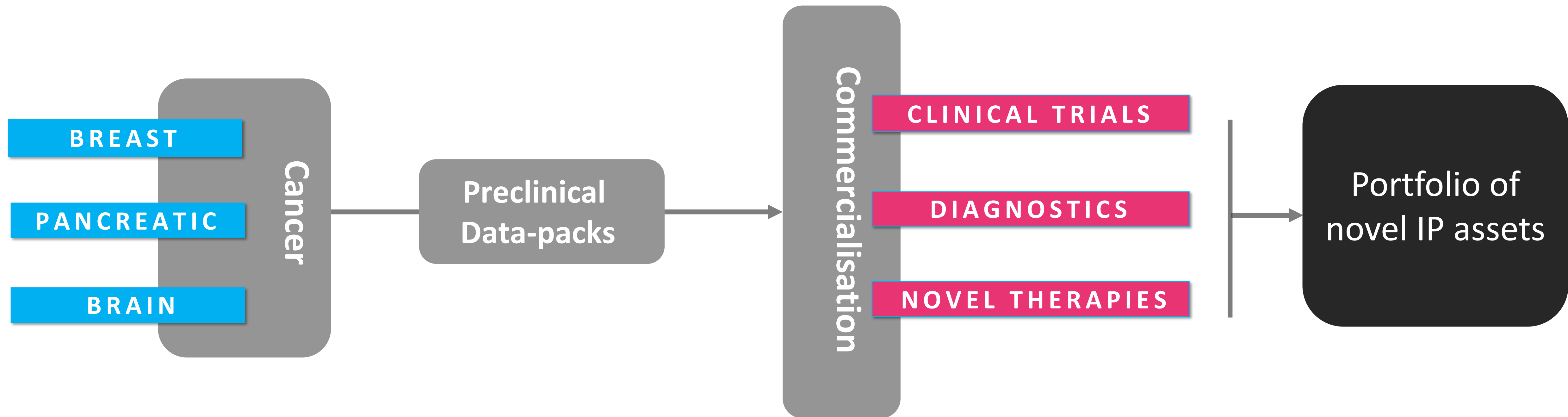
# FOCUS ON CURRENT PATIENTS NEEDS = LARGE ADDRESSABLE MARKET



1. Lintzeris, N et al., Medical Cannabis in Australia, 2016: the Cannabis as medicine Survey (CAM-16). *The Medical Journal of Australia*, 209(05), 211-216.



# PRECLINICAL: STRATEGIC FOCUS ON CANCER TO GENERATE NOVEL IP



# STRONG INTELLECTUAL PROPERTY PORTFOLIO

- Seven patent families filed:
  - Cancer
  - Skin Disease (topical)
  - Sleep Disorders
  - Cancer diagnostics
  - Autism
  - Anxiety
  - Opioid Reduction

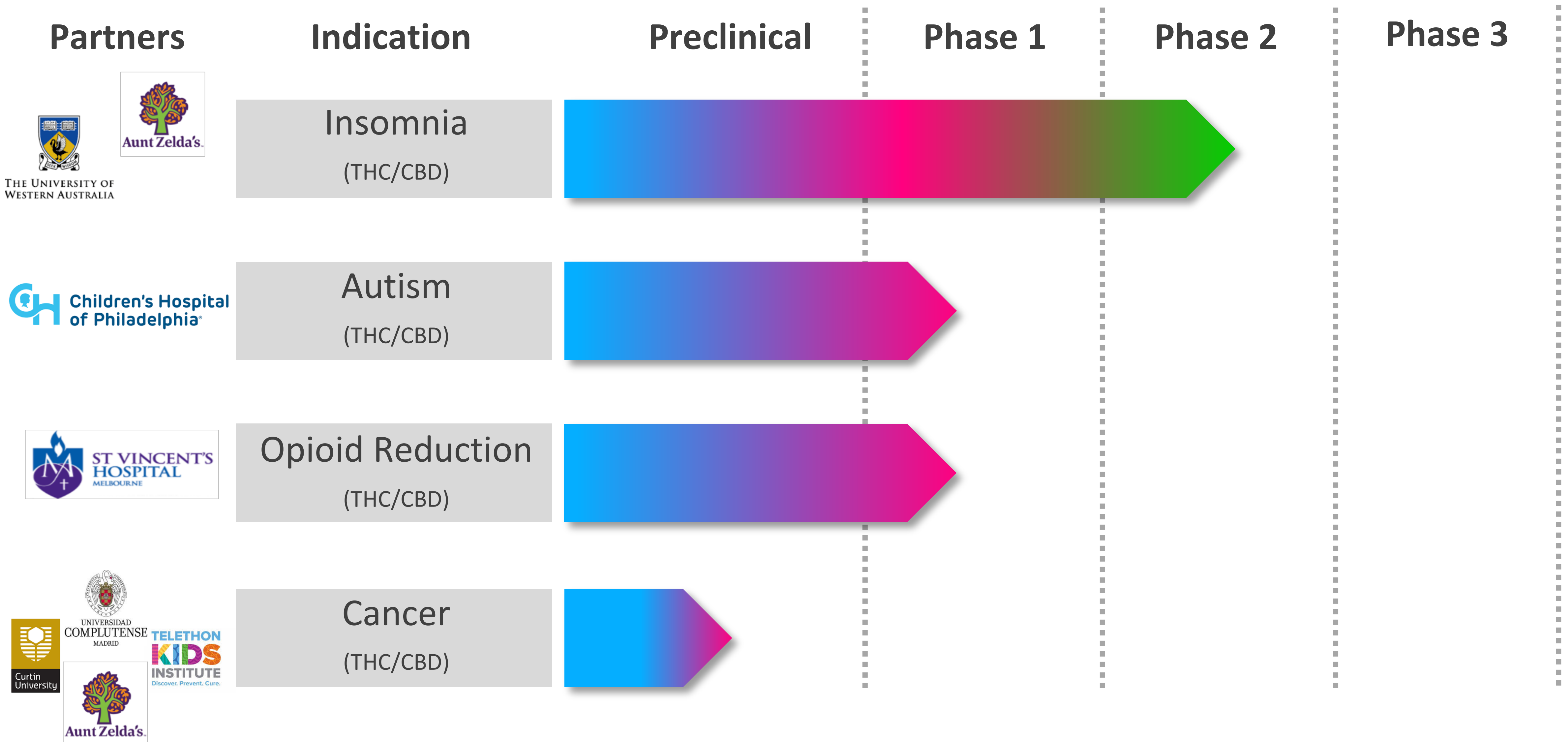
Patent	Priority Date	Filing
Cancer	August 2016	WO2018/023166
Skin Disease	August 2016	WO2018/023164
Sleep Disorders	August 2016	WO 2018/023163
Insomnia	November 2017	AU2017904818
Cancer Prognosis	October 2016	WO 2018/071986 A1
Autism	September 2017	AU2017903766

- 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.





# ZELDA'S PRODUCT PIPELINE



# CORPORATE




# CORPORATE SNAPSHOT

## HISTORY

- Founded in August 2015 . ASX listed November 2016.
- Licensed access to US patient data-base informs clinical development.
- Experienced pharma and cannabis management team.
- Path to revenue facilitated by strategic IP, and novel products.

## FINANCIALS (as at 29 Nov 2018)

	AUD\$
• Share Price	\$0.052
• 52w Range	\$0.045 - 0.16
• 4w Trading Volume	10m
• Shares on Issue	755m
• Market Capitalisation	\$39m
• Cash (Sep, 2018)	\$5.06m
• Cash Burn (2018 FY)	\$1.73m
 options (@20c)	7.25m

## SHARE PRICE (as at 29 Nov 2018)

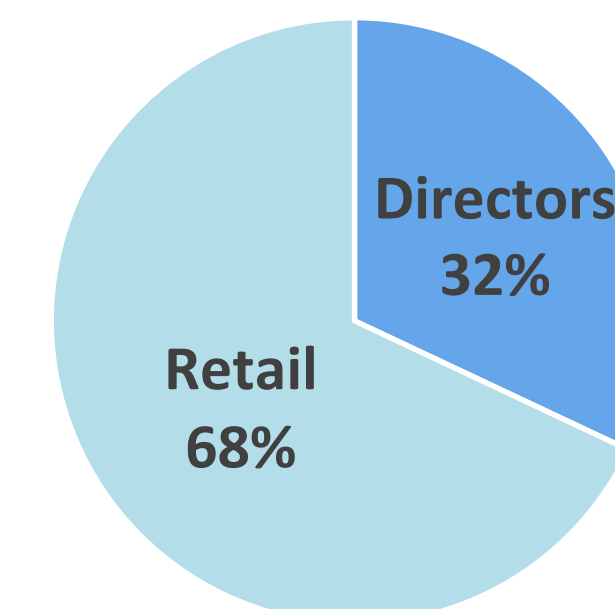


## CAPITAL STRUCTURE

Top 20 Shareholders: 45%  
Listed Options: 40m

### Top 4 Shareholders

- Mara Gordon 10.5%
- Jason Peterson 10.0%
- Harry Karelis 6.6%
- Stewart Washer 4.7%



\* Board voluntary 12 month escrow



# BOARD & MANAGEMENT



***Dr Richard Hopkins***  
***Managing Director***

- Experienced bio-pharmaceutical executive.
- 12 years in corporate leadership roles with public biotechnology companies.
- Co-founder of Phylogica.



***Harry Karelis***  
***Founder & Executive Chairman***

- Co-founder corporate advisory & investment firm, Jindalee Partners
- Founding Director/Shareholder of several ASX-listed and global medicinal cannabis companies.
- +25 years experience in the financial services sector, specialising in med-tech private equity investing.



***Dr Stewart Washer***  
***Founder & Director***

- 25 years of CEO /Board experience in medical/biotech.
- Chairman of Orthocell Ltd and Director of Cynata Ltd.
- Extensive experience in ASX listed medicinal cannabis companies.



***Mara Gordon***  
***Founder & Director***

- Pioneer in medicinal cannabis globally
- Director of cannabis company's in US, Canada and Australia
- Specialises in cannabis treatments & protocols for seriously ill patients
- Keynote speaker at numerous cannabis conferences.



***Jason Peterson***  
***Founder & Director***

- Director, major shareholder and Head of Corporate at stock broking and investment banking firm, CPS Capital.
- +21 years of experience in the financial advisory sector.
- Founding Director/Shareholder of several ASX listed and global medicinal cannabis companies.





# MEDICAL ADVISORY TEAM



***Professor Manuel Guzman***

- Professor of Biochemistry and Molecular Biology at Madrid's Complutense University.
- Pioneer 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.
- > 10 yrs experience researching the mechanism of action and therapeutic potential of cannabinoids to treat cancer.



***Dr Noah Federman***

- Paediatric clinical and research oncologist with expertise in cannabis treatments.
- Director of the Paediatric Bone and Soft Tissue Sarcoma Program at University of California.



***Dr David Casarett***

- Prof. 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***

- Integrative medicine practitioner and pioneer in field of cannabinoid medicine.
- Founder of two specialist clinics in the US that have treated > 18,000 patients with medical cannabis.



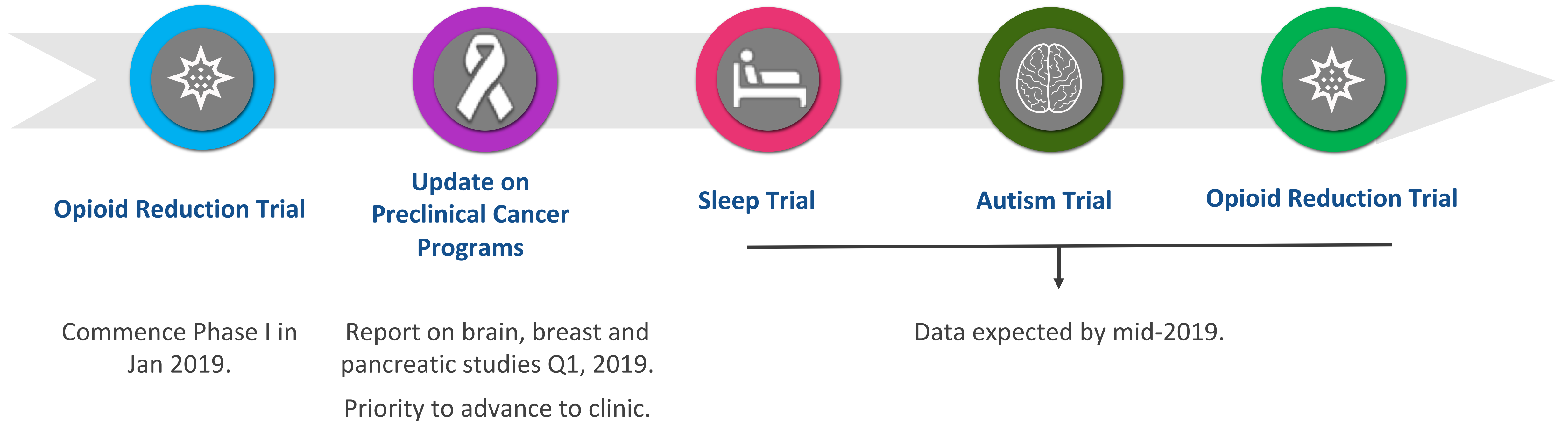
# COMPARATIVE ANALYSIS

Company		Market Capitalisation <sup>1</sup> (\$US)	Focus
<b>Zelda Therapeutics</b> (ZLD:ASX)		30m	Phase 2 (Insomnia), Phase 1 (Opioid Reduction), Observational (Autism), Preclinical (Cancer), THC/CBD.
<b>Cannabics</b> CNBX:US/OTCQB		60m	Preclinical (Cancer), CBD-only.
<b>Inmed</b> IN:TSX		94m	Preclinical, Synthetic cannabinoids.
<b>Zynerba</b> ZYNE:NASDAQ		89m	Phase 1-3. CBD-only, Focus on transdermal delivery.
<b>Tetra-Biopharma</b> TBP:TSX		156m	Phase 1-3 (Pain). THC/CBD.
<b>Insys</b> INSY:NASDAQ		488m	Approved, Phase 2-3 (Infantile spasms, Epilepsy). CBD-only.
<b>GW Pharmaceuticals</b> GWPH:NASDAQ		4.1bn	Approved for Sativex (MS spasticity) and Epidolex (childhood epilepsy), multiple Phase 1-3 trials. THC/CBD.

1. At 23<sup>rd</sup> November 2018



# UPCOMING ACTIVITY & MILESTONE PIPELINE



# STRONG STRATEGIC POSITIONING

- GLOBAL PARTNERSHIPS COVERING CLINICAL TRIALS, SUPPLY, MANUFACTURE AND DISTRIBUTION
- STRONG INTELLECTUAL PROPERTY PORTFOLIO
- DIVERSIFIED CLINICAL/PRECLINICAL PIPELINE - FULLY FUNDED FOR UPCOMING MILESTONES
- POSITIONED FOR RAPID ENTRY INTO COMMERCIALISATION PHASE
- RELATIVELY LOW VALUATIONS COMPARED TO GLOBAL PEERS
- POSITIONED TO BENEFIT FROM SECTOR CONSOLIDATION (e.g. M&A). SPECIALISATION, IP AND DIFFERENTIATION WILL ATTRACT SIGNIFICANT VALUATION PREMIUMS







***ZELDA THERAPEUTICS OFFERS INVESTORS EXPOSURE TO A RAPIDLY  
EMERGING GLOBAL INDUSTRY AT VERY ATTRACTIVE VALUATIONS AND  
WITH SIGNIFICANT VALUE DRIVERS OVER THE NEXT 12-18 MONTHS***



# CONTACT US



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