

# UPDATED INVESTOR PRESENTATION

## SEPTEMBER 2018

ASX: ZLD OTCQB: ZLDAF WWW.ZELDATHERAPEUTICS.COM





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# CORPORATE VISION

## OUR VISION

 Become a global leader in clinical validation of medicina to patients.

## OUR STRATEGY

- Singular focus on clinical trials that address unmet need medicines.
- Generate novel IP, with a particular focus on cancer, an cannabis markets.

Become a global leader in clinical validation of medicinal cannabis and rapid delivery of transformative medicines

• Singular focus on clinical trials that address unmet needs of patients and clinicians for clinically validated cannabis

• Generate novel IP, with a particular focus on cancer, and establish distribution partnerships to rapidly access global



2

# **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** globally.

MEDICINAL FOCUS

**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.

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

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



# 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.

### FINANCIALS (as at 20 Sep 2018)

	AUD\$
Share Price	\$0.072
<ul> <li>52w Range</li> </ul>	\$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

### SHARE PRICE (as at 20 Sep 2018)



### 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.



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 Noah Federman**



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



UNIVERSIDAD COMPLUTENSE MADRID Paediatric brain cancer

Breast cancer





# HOW ARE WE DIFFERENT?



2

# 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>





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

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

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

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



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



# 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















# 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.



Patent	<b>Priority Date</b>	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 A
Autism	September 2017	AU2017903766





# PRECLINICAL: STRATEGIC FOCUS ON CANCER TO GENERATE NOVEL IP







# COMMERCIALISATION MODEL



Commercialisation

**Revenue Stream** 

## Create

## Deliver

Conduct studies with research institutions and specialist clinical research organisations (CROs)

License or partner with leading pharma/biotech or distribution partner

- Up-front and milestone payments
- Licensing fees on products and formulations developed
- Royalties & shared revenues from marketed products





# COMPARATIVE ANALYSIS



Marketed

Company	Market Capitalisation <sup>1</sup>	Focus
Zelda Therapeutics (ASX:ZLD)	AUD \$54m	Research: Insomnia, Cancers, and Skin disorders
AusCann (ASX:AC8)	AUD\$300m	Grow & Manufacture: Chronic Neuropathic Pain Control
CANN Group (ASX:CAN)	AUD\$385m	Grow & Manufacture
Canopy Growth Corporation (TSX:WEED)	CAD\$14.5bn	Grow & Manufacture: Medica Recreational
GW Pharmaceuticals (NASDAQ:GWPH)	US\$3.9bn	Research: Sativex (MS spastici Epidiolex (childhood epilepsy)

1. 20<sup>th</sup> September 2018





### **BREAST CANCER**

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



### **BRAIN CANCER**

Preclinical studies underway with initial results expected 2019.

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

## UPCOMING ACTIVITY & MILESTONE PIPELINE

### AUTISM

**Recruitment for observational** trial commenced.

### **PANCREATIC CANCER**



### **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.







WWW.ZELDATHERAPEUTICS.COM

# CONTACT US

## **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











showed significant general overall improvement.





### AUTISM | POSITIVE OBSERVATIONAL STUDY

WESTERN AUSTRALIA

## 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

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







Insomnia affects approximately 35% of adults. 



## **Current Insomnia treatment**



## Zelda's Insomnia Trials

- Trial expected to commence in 2H-2018.

# CLINICAL

## INSOMNIA

Benzodiazepines are tranquilisers usually prescribed for anxiety and insomnia.

Overdoses from these cause almost 3 times more deaths than heroin & methamphetamine combined.

• Approved to conduct clinical trial with University of Western Australia Sleep Centre.



### BREAST CANCER



- cancers, including triple negative, which is the most lethal form.
- types, = Entourage Effect!





 $\bullet$ receptor positive, HER2+ and Triple Negative cancer types.





**Zelda's plant-derived THC formulations** shown to have anti-cancer effect against a range of breast

Zelda's THC-rich formulation have greater anti-cancer effect than synthetic THC across all cancer sub-

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

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** 





## 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



supports the use of cannabinoids to treat glioblastoma.



lacksquareoncology and paediatric clinic trials.



improve the anti-cancer activity of conventional radio-therapy.



radiotherapy.

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





Medulloblastoma is the most common malignant brain tumour in children<sup>1</sup>. Clinical evidence

Collaboration with world leading Brain Cancer team from Telethon Kids Institute with expertise in

Initial results show cannabinoids inhibit the growth of brain cancer cells (Medulloblastoma) and also

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





### DIABETES RELATED COGNITIVE DECLINE



related conditions.



developed by Curtin University.



effects of cerebral capillary damage associated with diabetes.



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

• Zelda's research study will occur in well validated animal models of diabetic cognitive decline

• Zelda's research to focus on studying the effect of a cannabinoid-based therapeutic moderating the

• 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.

