



**ZOMEDICA™**

Come full circle.

**2017 Biotech Showcase Conference**  
**January 11, 2017**



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# About Zomedica

*Advancing animal health and veterinarian success*

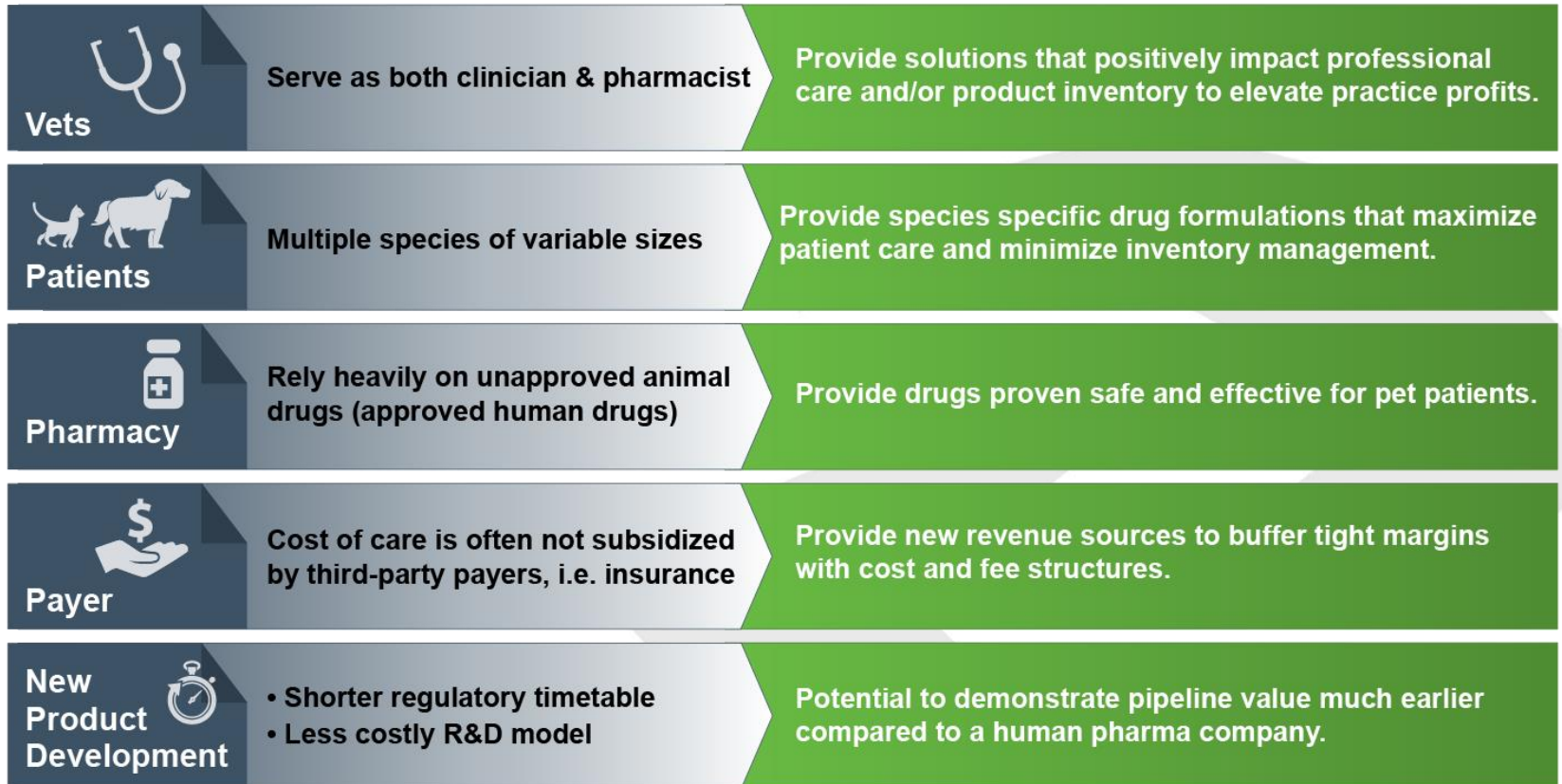
- Creating companion animal (canine, feline, equine) health care solutions
- Diverse portfolio of therapeutics and diagnostics
- Targeting unmet needs of clinical veterinarians
- Multiple clinical veterinarians in executive management
- TSXV-listed Canadian Corporation
- U.S. operations in Ann Arbor, MI

# Companion Animal Veterinary Medicine

*Unique opportunity compared to human medicine*

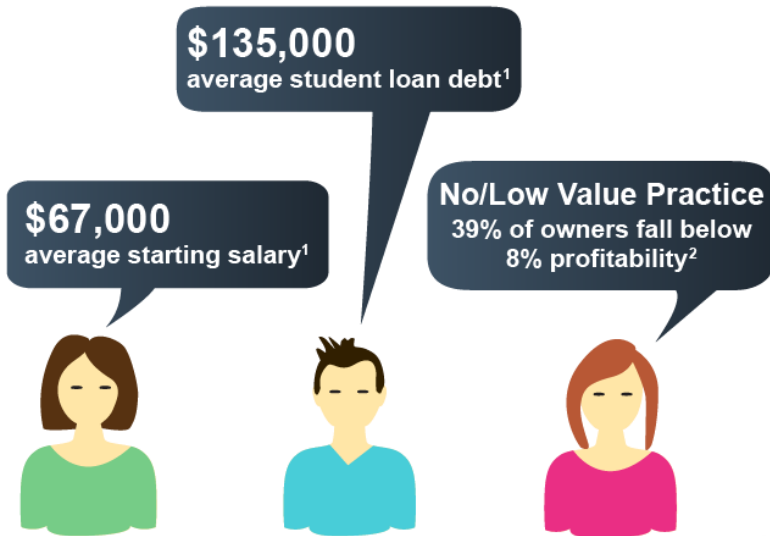
## Different than Human Medicine

## The Zomedica Opportunity



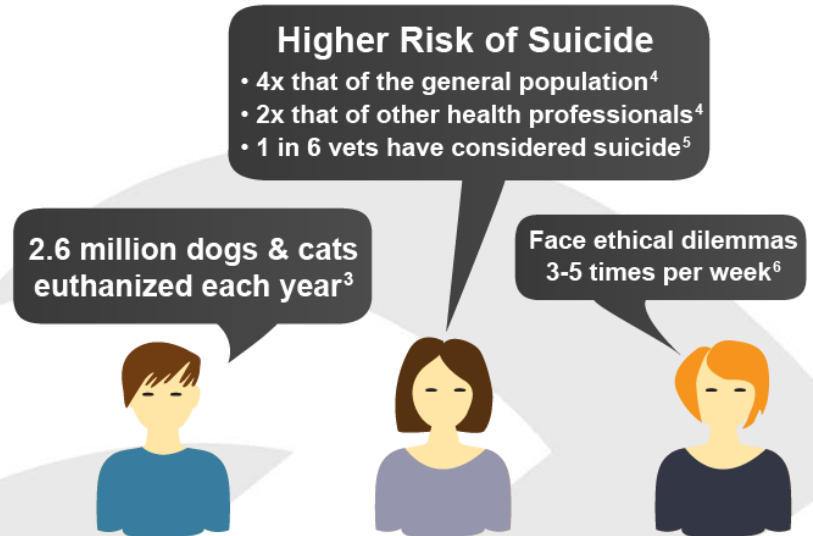
# Veterinarian Pain Points

## FINANCIAL STRESS



Creating products that help vets lower costs, increase productivity, and grow revenue.

## COMPASSION FATIGUE



Creating products that help vets better serve the animals in their care.

<sup>1</sup> AVMA, October 2015: [https://youtu.be/s43eQ\\_xa51c](https://youtu.be/s43eQ_xa51c)

<sup>2</sup> NCVEI Data: <http://veterinarybusiness.dvm360.com/practices-see-some-growth-2010-also-low-profitability>

<sup>3</sup> ASPCA Data: <http://www.aspc.org/animal-homelessness/shelter-intake-and-surrender/pet-statistics>

<sup>4</sup> Bartram & Baldwin. Veterinary surgeons and suicide: a structured review of possible influences on increased risk. Veterinary Record (2010) 166, 388-397 doi: 10.1136/vr.b4794

<sup>5</sup> JAVMA, April 2015: <https://www.avma.org/news/javmanews/pages/150401d.aspx>

<sup>6</sup> JAVMA, January 2015: <https://www.avma.org/News/JAVMANews/Pages/150101e.aspx>

# What's in the Vet's Pharmacy Cabinet?

*Need more drugs proven safe and effective for pet patients*

Unapproved Animal Drugs (i.e. approved human drugs used off-label)

59%

FDA Center for Veterinary Medicine (CVM) Approved Animal Drugs

41%

## ZOMEDICA CORE TARGET

- Creating a FDA-CVM approved drug pipeline
- 3-7 year exclusivity period per product upon approval

Source: FDA's Electronic Animal Drug Product Listing Directory, <http://www.fda.gov/ForIndustry/DataStandards/StructuredProductLabeling/ucm2005542.htm>



# Companion Animal Therapeutic Challenges

*Due to reliance on unapproved animal drugs to treat patients*



## Safety/Efficacy

Vets rely on human drugs used off-label and compounded drugs not proven safe and effective for pet patients.



## Price

The cost of human drugs is rising and varies, often putting treatment out of reach for the vet and the uninsured pet patient.



## Compliance

Many human drugs are formulated in a way that minimizes effectiveness because the dosage form is not ideal for animal species.



## Availability

The availability of drugs used by vets is not consistent due to human medical needs driving the market.

**Creating products that support veterinarians' high medical standards.**

# Attractive Market Opportunity

*Looking beyond prescriptive therapeutics*

## \$9.8 Billion Global Companion Animal Sales<sup>1</sup>



<sup>1</sup> Brakke Consulting 2014 data, includes pharmaceuticals, biologicals and parasiticides

<sup>2</sup> American Veterinary Medical Association 2015 data

<sup>3</sup> Future Market Insights. Companion Animal Drug Market: Humanization of pets, market consolidation, and incremental innovation set to define the market landscape: Global Industry Analysis and Opportunity Assessment 2015-2025.



# Pharmaceutical Development

*Unique opportunity compared to human medicine*



<sup>1</sup> PhRMA 2015 R&D Chartpack, The Biopharmaceutical Research and Development Process

# The Zomedica Solution

*A diverse portfolio to strengthen shareholder value*

**CORE PRODUCTS:** Urgent & Pervasive Needs  
Long-term protected FDA-CVM approved  
drug pipeline

**COMPLEMENTARY:** New Solutions  
Diagnostics and devices for revenue  
diversification via M&A and in-licensing  
opportunities

**BLUE SKY:** New Solutions  
Early-stage discovery for asset valuation via  
R&D, M&A and in-licensing opportunities



# Core Drug Pipeline

*Based on urgent and pervasive veterinary needs*



**ZM-007 // anti-diarrheal for dogs**  
*oral suspension*

**ZM-012 // anti-diarrheal for dogs**  
*tablet*

**ZM-006 // metabolic disorder**

Other target therapeutics at various early-stages of development

# Cancer Liquid Biopsy Technology

*Research collaboration agreement with Celsee Diagnostics*

## RESEARCH GOAL:

Test the feasibility of Celsee's liquid biopsy technology for veterinary application as a canine cancer diagnostic.

## What is a liquid biopsy?

- Blood test with the potential to detect circulating tumor cells
- Circulating tumor cells (CTCs) are cells that have shed from a primary tumor into nearby circulating blood
- **CTC detection could indicate a cancer diagnosis without the need for an invasive tissue biopsy and expensive imaging**

# Novel Drug Delivery Technology

*Joint research collaboration agreement with CTX Technology*

## CTX TECHNOLOGY:

- Peptide-based skin penetration platform technology
- New approach for improved topical delivery of active pharmaceutical ingredients

## Potential to expand the scope of API for transdermal delivery

- Option for an exclusive, worldwide animal health license
- Potential for jointly developed IP
- Opportunity to receive milestone payments and/or royalties on human field-of-use

Translational technology complements Zomedica's alternative drug delivery technology.

# Executive Management

## Gerald Solensky Jr. *Chairman & CEO*

### ***Capital markets expert***

- Former Director, President and CEO of Dynamic Fuel Systems (now dynaCERT Inc., TSX-V:DYA)
- 20-year successful track-record with start-up, turnaround and rapid-change companies

## William MacArthur, MS, DVM *Chief Medical Officer & Director*

### ***Clinical veterinarian & animal biotech expert***

- Former CEO, Institutional Veterinarian and Founder of GeneWorks
- Owner/operator of a six-doctor companion animal veterinary practice

## Stephanie Morley, DVM *Chief Operations Officer*

### ***Business strategist & clinical veterinarian***

- 15 years experience in clinical veterinary practice, operational leadership and business development
- Led operations with 600+ staff and annual operating budgets totaling US\$40M

## Shameze Rampertab, CPA, CA *CFO, Corp Secretary & Director*

### ***Seasoned life science financial leader***

- Former CFO of Profound Medical Corp (TSX-V:PRN) and Intellipharmaceuticals International Inc. (NASDAQ:IPCI) (TSX:I)
- Completed over CDN\$480M of financings
- 20 years experience in executive leadership, investment banking, and market intelligence

# Board of Directors

## *Independent Members*

### Jane Eagleson, BVSc (U.S. DVM equivalent)

- Veterinarian with 30+ years experience in animal health pharmaceutical development
- Currently Vice President of Clinical and Regulatory Affairs at Nexvet Biopharma
- Previous experience with Argenta, Pfizer, Inc., and Merial

### Jeff Rowe

- 30+ years in the specialty pharmacy industry
- Most recently served as Executive Vice President and board member of Diplomat Inc., the largest independent specialty pharmacy company in the U.S.

### James LeBar

- 40+ years experience as an entrepreneur and executive leader
- Served as President and CEO of numerous Canadian companies; former operator and founder of the largest importer of seafood products in North America

### Tom Robitaille

- 30 years animal health experience throughout the Americas, Europe, Asia Pacific, Africa, and the Middle East
- Currently Vice President of Veterinary Channel Development at Blue Buffalo Company
- Previous experience with Vetoquinol SA Inc., Elanco and Sandoz

### Rodney J. Williams

- 20+ years life sciences experience with both large and small cap companies
- Served in varying positions with Heart Rhythm Society Consulting Services, St. Jude Medical, GE Healthcare, Johnson and Johnson, and Bausch & Lomb



# Achievements & Future Horizon

## Accomplishments Since Inception

- Raised CDN\$13 million in capital
- Became publicly-traded in less than 1-year from Incorporation
- Graduated to Tier 1 issuer on TSX-V (surpassed CDN\$100M market cap)
- Initiated FDA-CVM regulatory process for three therapeutics
- Launched a go-to-market, brand awareness, and client capture platform
- Executed multiple collaboration and research agreements that are underway with strategic relationships
- Launched a diagnostic platform while building IP Portfolio

## Future Outlook

- Cross list to U.S. exchange
- Business expansion through M&A opportunities
- Release clinical data on pipeline project(s) in development

# Capitalization Table

Exchange & Ticker	TSX-V: ZOM	
<b>Cash @ September 30, 2016*</b>		US\$3.9MM
<b>Common Shares @ November 22, 2016</b>		
Basic		83.2MM
Fully Diluted		87.3MM
<b>Significant Shareholders</b>		
Gerald Solensky Jr.	45.6%	37.9MM
Jeffrey Rowe	13.5%	11.2MM
<b>Market Capitalization @ CDN\$1.40</b> as of January 5, 2017		<b>CDN\$116.5MM</b>

\*On December 29, 2016 Zomedica completed the first tranche of a private placement for gross proceeds of CDN\$1.2 MM.

# Why Zomedica?

*Poised to be a recognized leader in the animal health sector*

- Creating a diverse portfolio of therapeutics and diagnostics in the \$10B companion animal market
- Lower risk and faster time to market compared to human pharma
- Developing products for vets by vets

# Want to Know More?

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