

SenesTech

Improving The Health Of Our World
By Humanely Managing Animal Pest
Populations Through Fertility Control

NASDAQ: SNES





Forward-Looking Statements

The following information and the statements made during this presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended and such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements describe future expectations, plans, results, or strategies and are generally preceded by words such as "may," "future," "plan" or "planned," "will" or "should," "expected," "anticipates," "draft," "eventually" or "projected." You are cautioned that such statements are subject to a multitude of risks and uncertainties that could cause future circumstances, events, or results to differ materially from those in the forward-looking statements, including the risks that actual results may differ materially from those projected in the forward-looking statements as a result of various factors and other risks identified in our filings with the Securities and Exchange Commission.

Forward-looking statements include, but are not limited to, our expectation regarding sales commitments, our expectation regarding the conversion of sales commitments and programs to revenue, our belief that our product is more humane, less harmful to the environment and more effective than traditional methods, and our belief that ContraPest will establish a new paradigm in rodent control without environmental effects of rodenticides.

All forward-looking statements contained in this presentation speak only as of the date on which they were made and are based on management's assumptions and estimates as of such date. We do not undertake any obligation to publicly update any forward-looking statements, whether as a result of the receipt of new information, the occurrence of future events or otherwise.

Company Overview

We are redefining the pest control industry by delivering highly effective animal pest fertility control solutions.



Investment Highlights



Experts in fertility control, a proven approach to pest population control that has shown superior results – with up to 90% or more improvement in outcomes when added to integrated pest management programs.



\$1 billion US rodenticide market, \$4.5 billion global market.

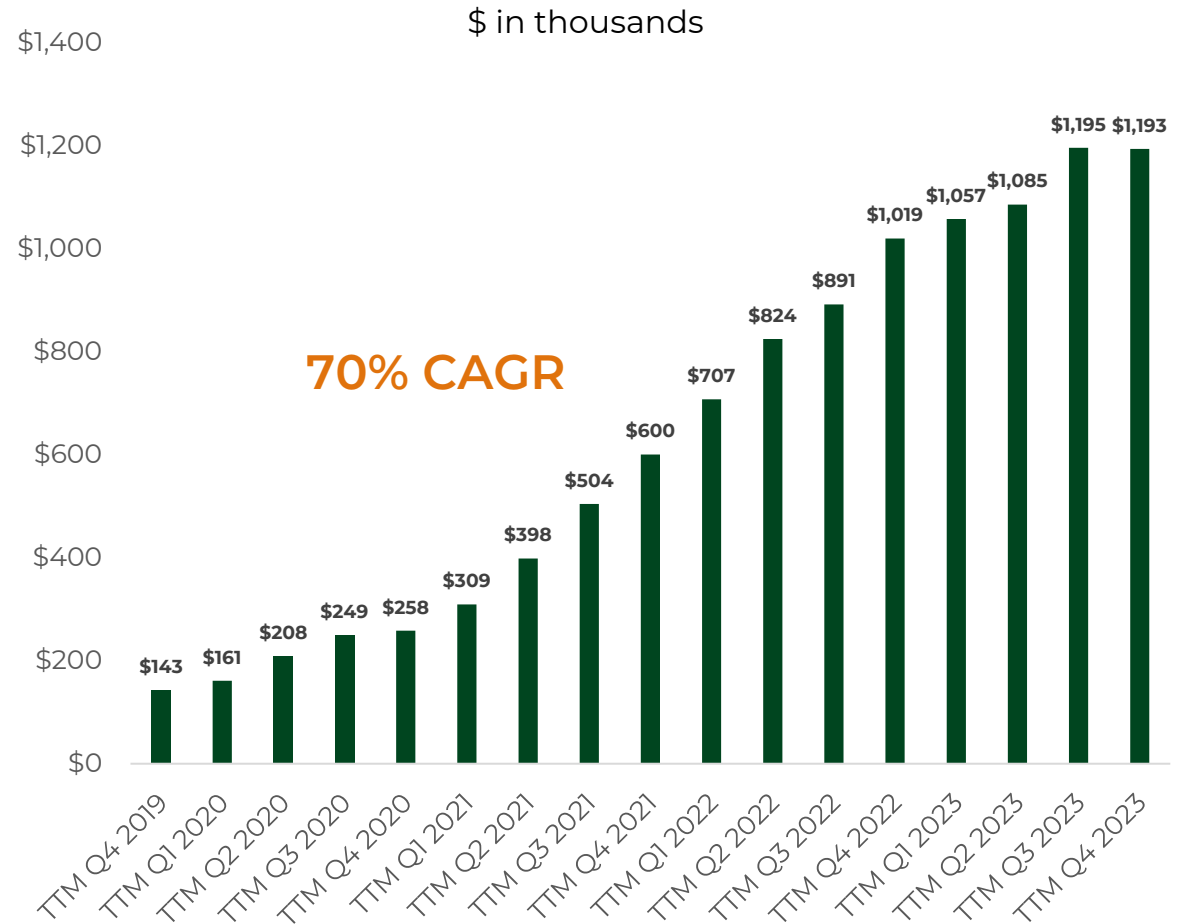


The core technology can be applied to other mammalian pest populations.



The first product family, ContraPest, has grown at 70% CAGR since 2019, with gross profit margins improving from ~40 to ~50%.

TTM Revenue Growth



The Rodent Challenge - **Reproduction**

Why do current solutions fail?



Rats reproduce at an extremely rapid pace. Two breeding rats, given sufficient food, water and harborage, can produce up to 15,000 descendants in their lifetime.



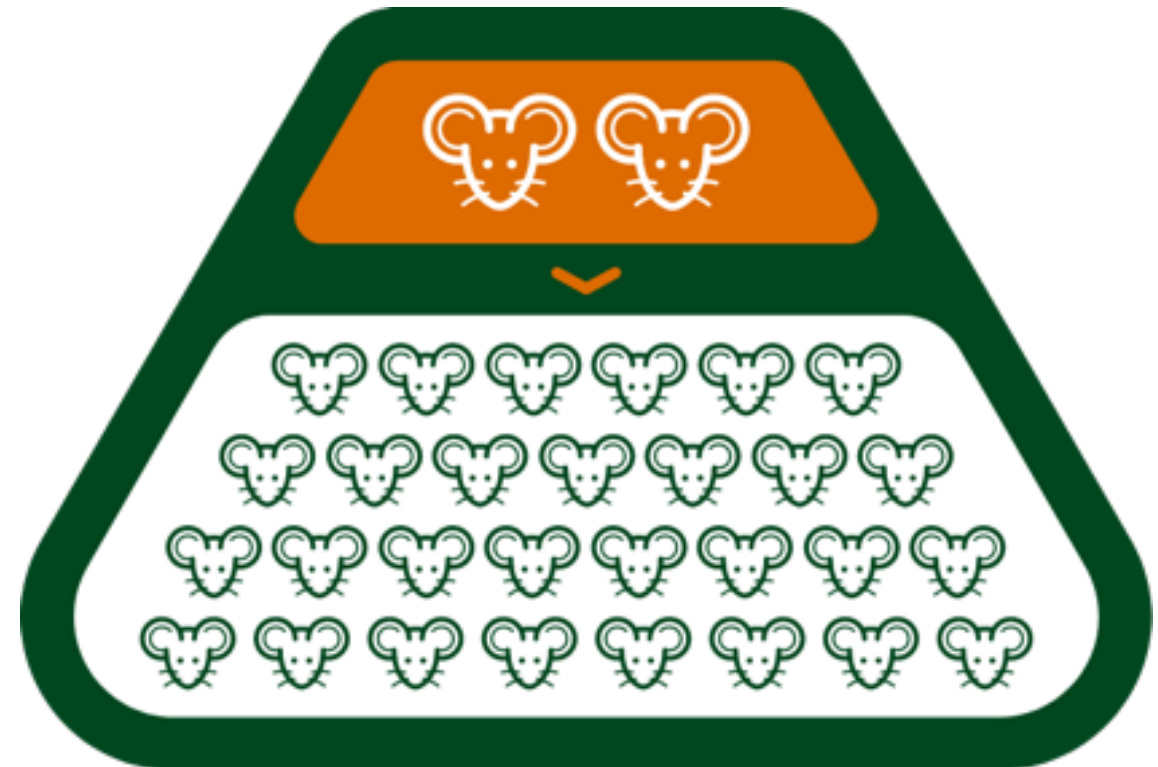
Rats are highly intelligent and adaptive, and learn to avoid traps.



Poisons' effectiveness are limited by the rats' reproduction rate, resistance and aversion, and social and political limitations on the use of poison.

Exceptional Reproductive Rate

Under ideal conditions, two mating rats can be responsible for 15,000 descendants within one year.



Addressing Global Trends

SenesTech is poised to benefit from major global trends

- Public health concerns
- Growing sensitivity to the environmental hazards of rodenticides and other lethal methods
- Environmental damage
- Risk to other species
- Risks to children and pets
- Global food security



Rats and mice currently present **enormous global public health issues**, as has been highlighted during the recent pandemic and outbreaks of plague.



Rodents are responsible for **destroying nearly 20% of the world's stored food supply** due to rodent consumption and contamination.

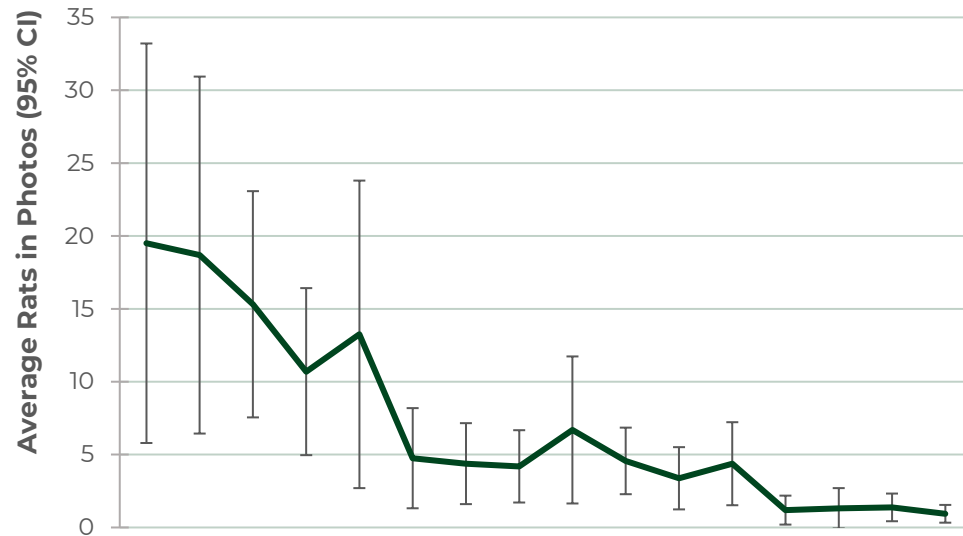


Rats damage public and private infrastructure, **causing over \$27 billion of losses annually** in the U.S.

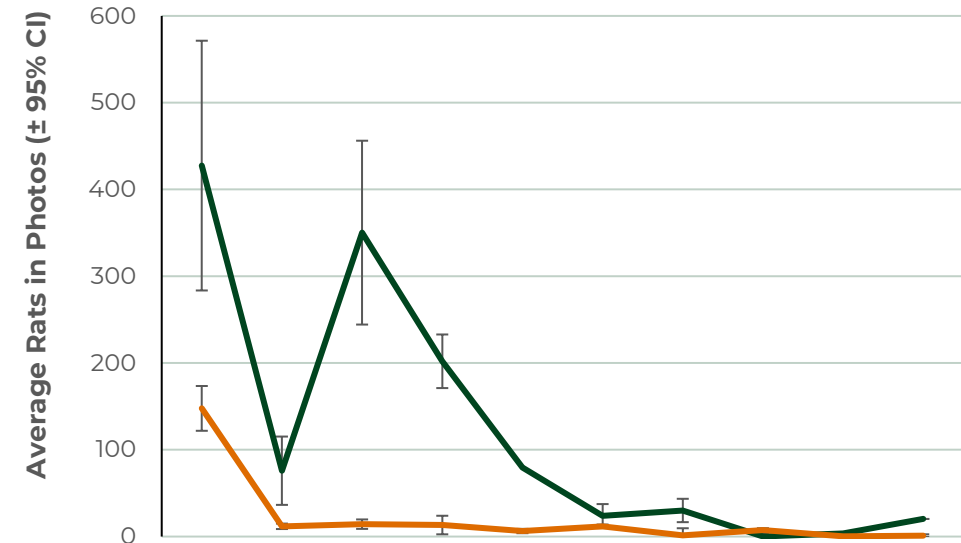
Proven Population Control

Adding fertility control to an IPM program has been proven to improve efficacy over 90%

Agricultural Setting



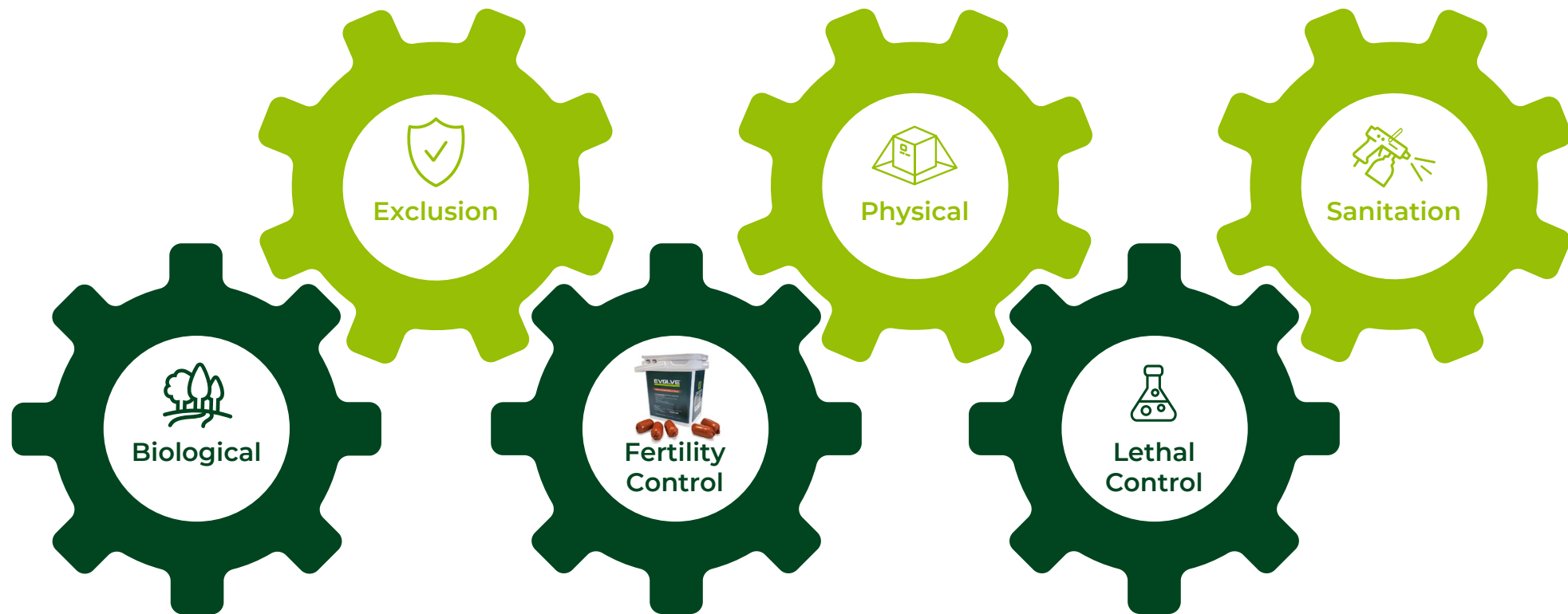
Urban Setting



Missing Link to Integrated Pest Management

Need to control population by birth rate, not just death rate

Adding Fertility Control to an integrated pest management (IPM) program can improve efficacy by over 90%



Product Innovation



Ultimate T&T

Our original product, the Ultimate T&T Bait System has some perceived disadvantages to users limiting market penetration.



Elevate

Launched in 2022, the Elevate Bait System is designed to double the market penetration by targeting above ground infestations.



Isolate

Launched in August 2023, the Isolate Bait System is a single step deployment system which increases market potential while reducing install times by 80%.



Evolve

New fertility control product in a soft bait form to address demands of the wider market.

Giving the customer more choices

EVOLVE Soft Bait Innovation



Soft bait formulation in a “familiar” format



Proven efficacy and palatability



EPA minimum risk formulation adds to the customer appeal



Priced competitively to rodenticide alternatives



Distribution Model & Target Markets



- Pest Management
- AgriBusiness
- Facilities Management
- Residential
- Consumer
- Government Agencies

Who Do We Sell To?

Distributor & PMP Partners

Pest Management Professionals

Rentokil

Agrecom

MASSEY
SERVICES INC.

Standard
Pest Management

POMPEI
PEST CONTROL

Pest
Master
YOUR PARTNER IN PEST CONTROL



ELIMINEX



ATLANTIC
PEST AND TERMITE MANAGEMENT INC.
SINCE 1942

FEATHER
FIGHTERS
WILDLIFE REMOVAL

Distribution Partners

VESERISTM

TARGET
SPECIALTY PRODUCTSTM

Empowering You to Grow Your BusinessTM

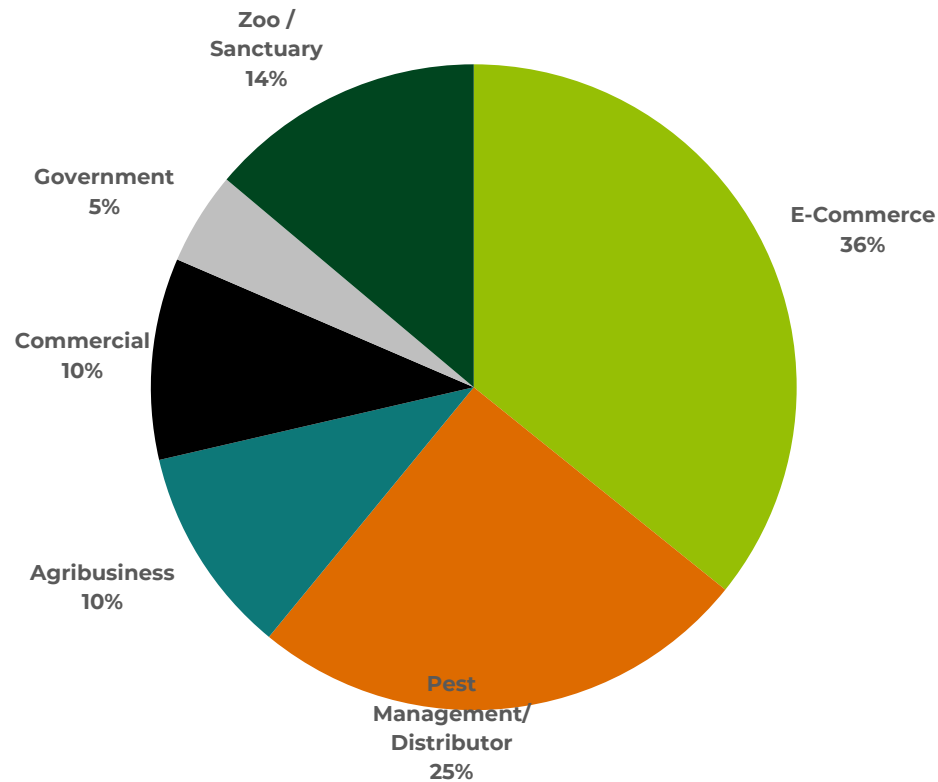


Do-It-Yourself
Pest Control
and Lawn Care

AGRI-TURF
DISTRIBUTING, LLC

Who Are Our Customers?

TTM Revenue by Market Channel and Vertical



E-Commerce, driven by the success of SenesTech.com, has been an early contributor to top-line growth.

Zoos and animal sanctuaries are a small but influential segment.

Agribusiness and Pest Management are expected to be crucial to success in the long term.

International Expansion



Recent News and Successes

Recent Industry Tailwinds

TIME

Rat Infestations Are a Global Problem. Is Birth Control the Solution?



California Governor Signs Bill Banning Most Rodenticide Uses

Gov. Gavin Newsom on Sept. 29 signed into law AB 1788, "The California Ecosystems Protection Act," which prohibits most uses of second-generation anticoagulant rodenticides (SGARs). AB 1788 was passed by the California Legislature on Aug. 31.

POPULAR SCIENCE

Rats love climate change
Warmer winters allow rats to breed into the previously too-cold months.

Farminguk

'Increasingly widespread resistance' in rats and mice to rodenticides

Recent Successes

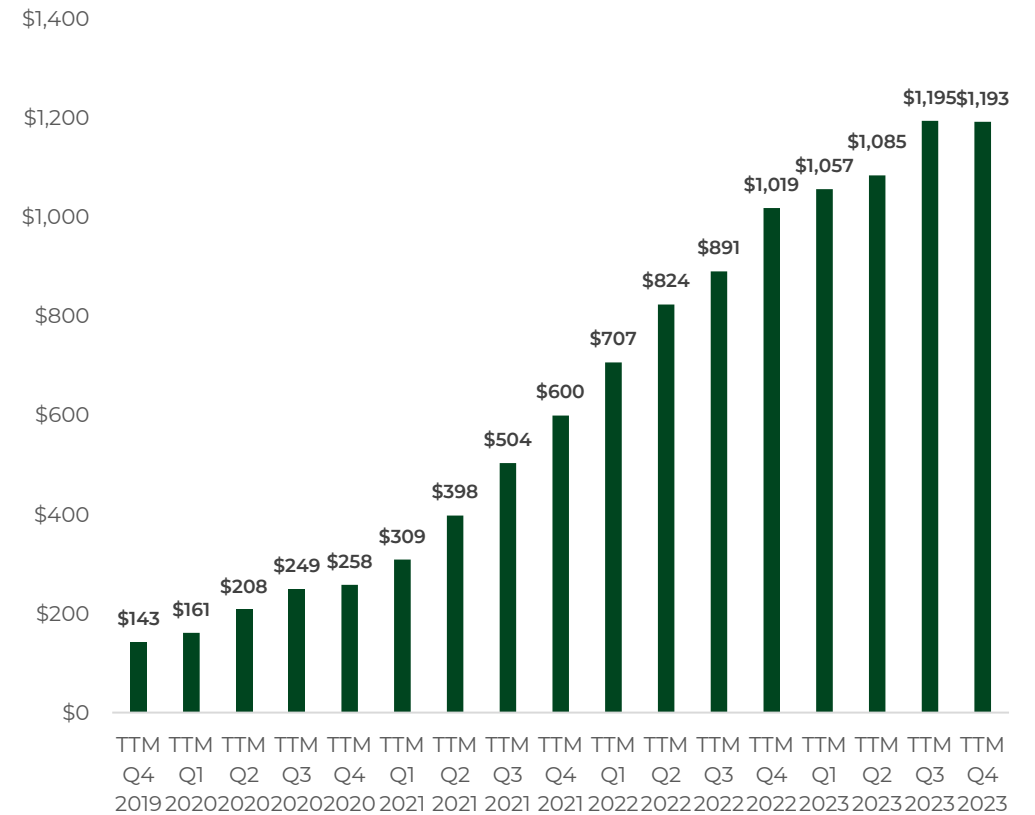
- 1 [SenesTech Announces Exclusive Distribution Agreement for Evolve™ Soft Bait in The Netherlands](#)
- 2 [SenesTech Announces Exclusive Distribution Agreement for Evolve™ Soft Bait in Australia and New Zealand](#)
- 3 [SenesTech Announces Exclusive Distribution Agreement and Initial Order for Evolve™ Soft Bait in Singapore](#)
- 4 [SenesTech Signs Poppe Enterprises for Evolve™ Distribution in Grain Management Market](#)
- 5 [SenesTech Partners with Global Leader in Irrigation Solutions to Expand Evolve™ Soft Bait to Open Field Agriculture Applications](#)
- 6 [SenesTech Announces Exclusive Distribution Agreement and Initial Order for Evolve™ Soft Bait in Hong Kong and Macau](#)
- 7 [SenesTech Expands Distribution with DIY Pest Control Through Initial Stocking Order of EVOLVE Soft Bait Fertility Control Product](#)
- 8 [SenesTech Taking Orders for Evolve™ Soft Bait for Rodent Fertility Control](#)

Income Statement

Income Statement Highlights

	2020	2021	2022	2023
Revenue	\$282 K	\$600 K	\$1.0 M	\$1.2 M
Gross profit margins	0%	42%	46%	45%
Operating expenses	\$7.9 M	\$9.2 M	\$10.1 M	\$8.3 M
Net loss	\$(8.4) M	\$(8.3) M	\$(9.7) M	\$(7.7) M
Adjusted EBITDA loss (Non-GAAP)	\$(6.9) M	\$(7.8) M	\$(8.5) M	\$(6.9) M

TTM Revenue Growth



Balance Sheet

(in Millions)	12/31/2023
Cash, cash equivalents, and highly liquid investments	\$5.4
Assets	\$7.3
Liabilities	\$0.9
Common equity	\$6.4
Shares outstanding	5.1
Warrants outstanding	7.8

Key Warrants Outstanding

- 3.8 M @ \$1.30 expire November 2028
- 3.1 M @ \$1.30 expire May 2025

Thank You

SENESTECH, INC.
NASDAQ: SNES

SENESTECH

WWW.SENESTECH.COM

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Management Team



Joel Freundt
Chief Executive Officer,
Director

Fifteen years
experience in the vector
and pest control
industry



Tom Chesterman
Chief Financial Officer

Thirty years experience
in the capital markets
and growth industries



Dan Palasky
Chief Technical Officer

Twelve years experience
in specialty chemical and
pesticide product
development



Alice Myton
Vice President &
Controller



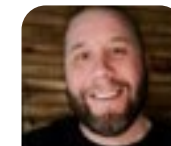
Courtney Ray
Technical Product
Director



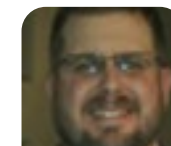
Lisa Cornelius
Business Process
Specialist



Dean Heyl
Director of
Manufacturing



Victor Wilcox
Western Region Sales
Director



Warren Hopkins
Eastern Region Sales
Director