



**REPRODUCTION IS THE PROBLEM. TARGET THE PROBLEM.**



**Roth Conference**

**March 13, 2017**

## SPECIAL NOTE REGARDING FORWARD LOOKING STATEMENTS

The following information and the statements made during this presentation contain forward-looking statements. These forward-looking statements are based on the current expectations and beliefs of the Company's management, as well as a number of assumptions concerning future events. The forward-looking statements include statements that reflect management's beliefs, plans, objectives, goals, expectations, anticipations and intentions with respect to our financial condition, results of operations, future performance and business, our business strategy and our current and future development plans. Forward-looking statements include, but are not limited to, statements about: the likelihood of regulatory approvals for our product candidates; the potential market opportunities for commercializing our product candidates; the anticipated results and effects of our product candidates; our expectations regarding the potential market size for our products candidates, if approved for commercial use; estimates of our expenses, capital requirements and need for additional financing; our ability to enter into strategic partnership agreements and to achieve the expected results from such arrangements; the initiation, timing, progress and results of future laboratory and field studies and our research and development programs; our ability to manufacture our product candidates in a commercially efficient manner; the scope of protection we are able to obtain and maintain for our intellectual property rights covering our product candidates; our use of proceeds from any potential future debt or securities offerings; our financial performance; developments and projections relating to our competitors and our industry; and our ability to sell our products at commercially reasonable values.

Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, it cannot guarantee future results, level of activity, performance or achievements. Many factors discussed in this presentation, some of which are beyond the Company's control, will be important in determining its future performance. Consequently, actual results may differ materially from those that might be anticipated from forward-looking statements. In light of these and other uncertainties, you should not regard the inclusion of a forward-looking statement in this presentation as a representation that the Company's plans and objectives will be achieved, and you should not place undue reliance on such forward-looking statements.

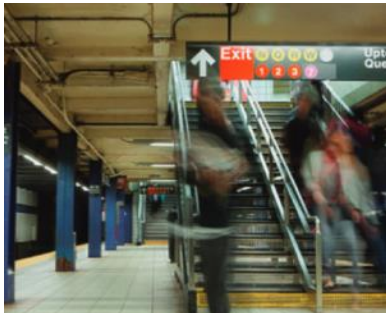
The Company undertakes no obligation to publicly update any forward looking statements, whether as a result of new information, future events or otherwise, except as required by law. All forward-looking statements in this presentation speak only as of the date of this presentation.

# The Addressable Challenges



## Challenge #1 Food Security

Rodents destroy food through consumption and contamination. In 2014, 20% of stored food worldwide was lost due to rodent activity.



## Challenge #2 Infrastructure Damage

Rodents damage public infrastructure, estimated by the NWRC at over \$27 billion in the U.S.



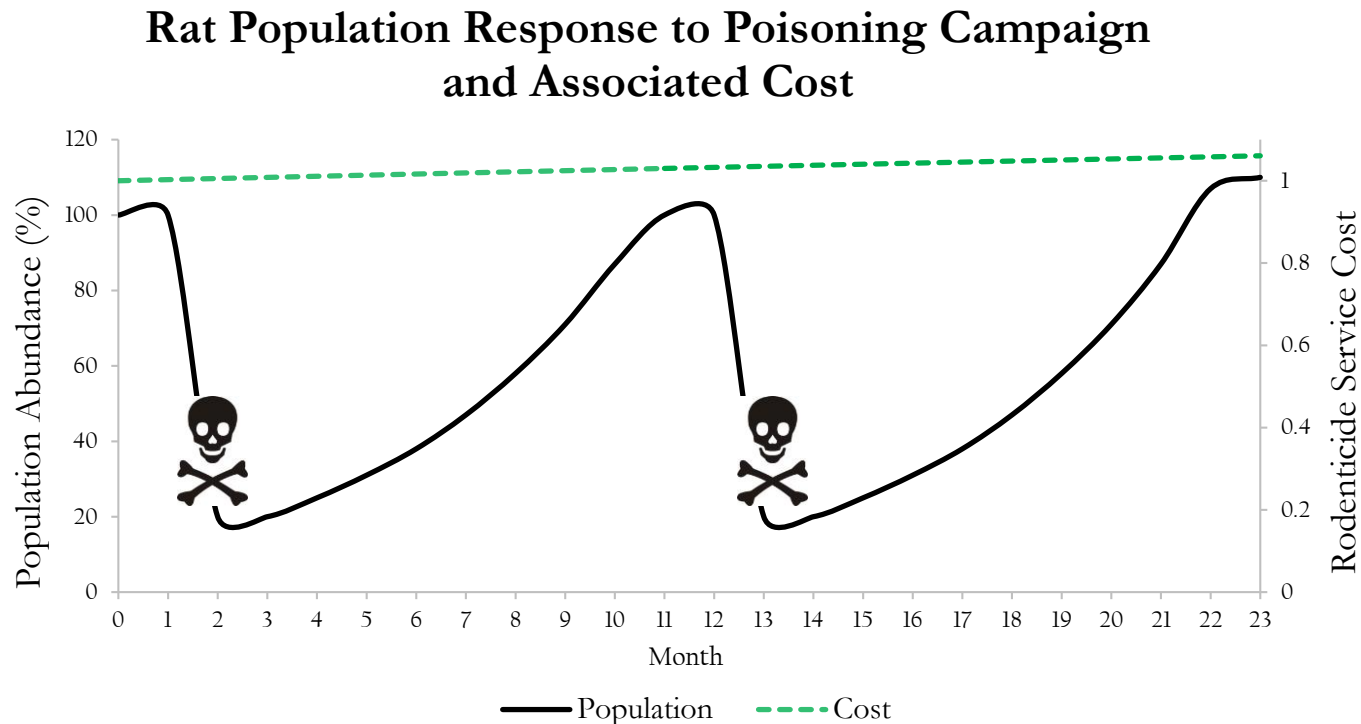
## Challenge #3 Disease and Poison

Rodents transmit disease (>200 million deaths), deadly pathogens and poisons to animals and humans. 15,000 children poisoned in US annually.

The total addressable rodenticide market is >\$900M.

How much more is it worth to effectively and safely address these challenges?

# Rodents Can Not Be Controlled Fully With Poison



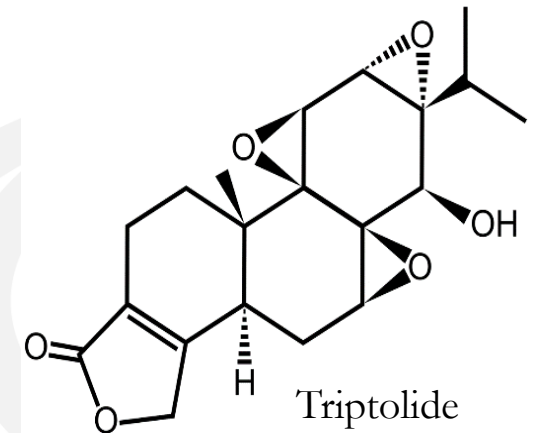
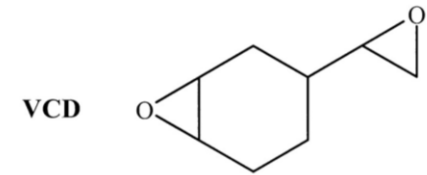
**The use of rodenticide does not sustainably reduce rat populations, and the cost remains constant.**

[The data contained in this chart is derived from company population models and current market pricing]

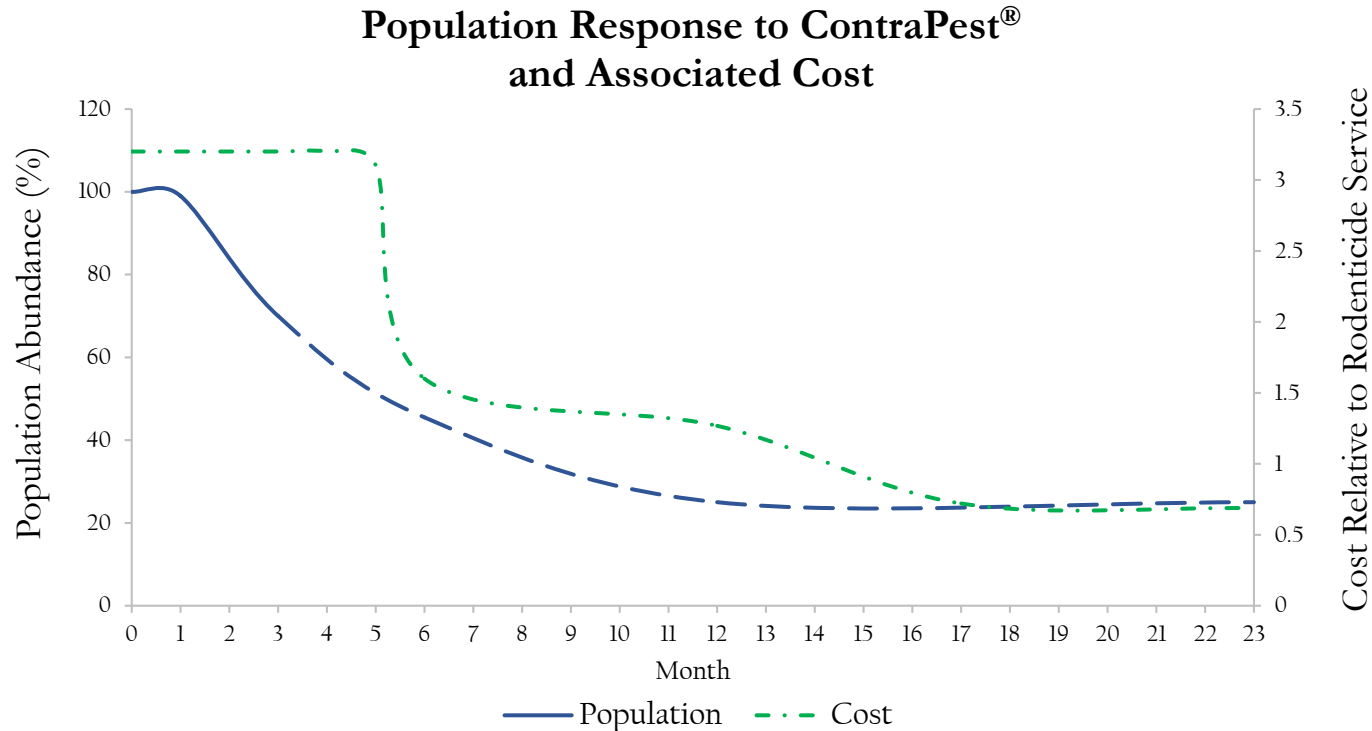
# Our Solution – ContraPest

ContraPest is a liquid bait containing 4-vinylcyclohexene diepoxide, or VCD, and triptolide, a plant-derived chemical.

- ContraPest targets **both male and female rodents** resulting in sustained **contraception**
- **Sustained impact**– avoids population “rebound”
- **Safe – non-lethal to rodents and not harmful to people or other animals**
- **Environmentally friendly** – breaks down into safe, inactive ingredients
- **Humane** – no suffering to rats or predator species as with poison



# Controlling Rat Populations with ContraPest



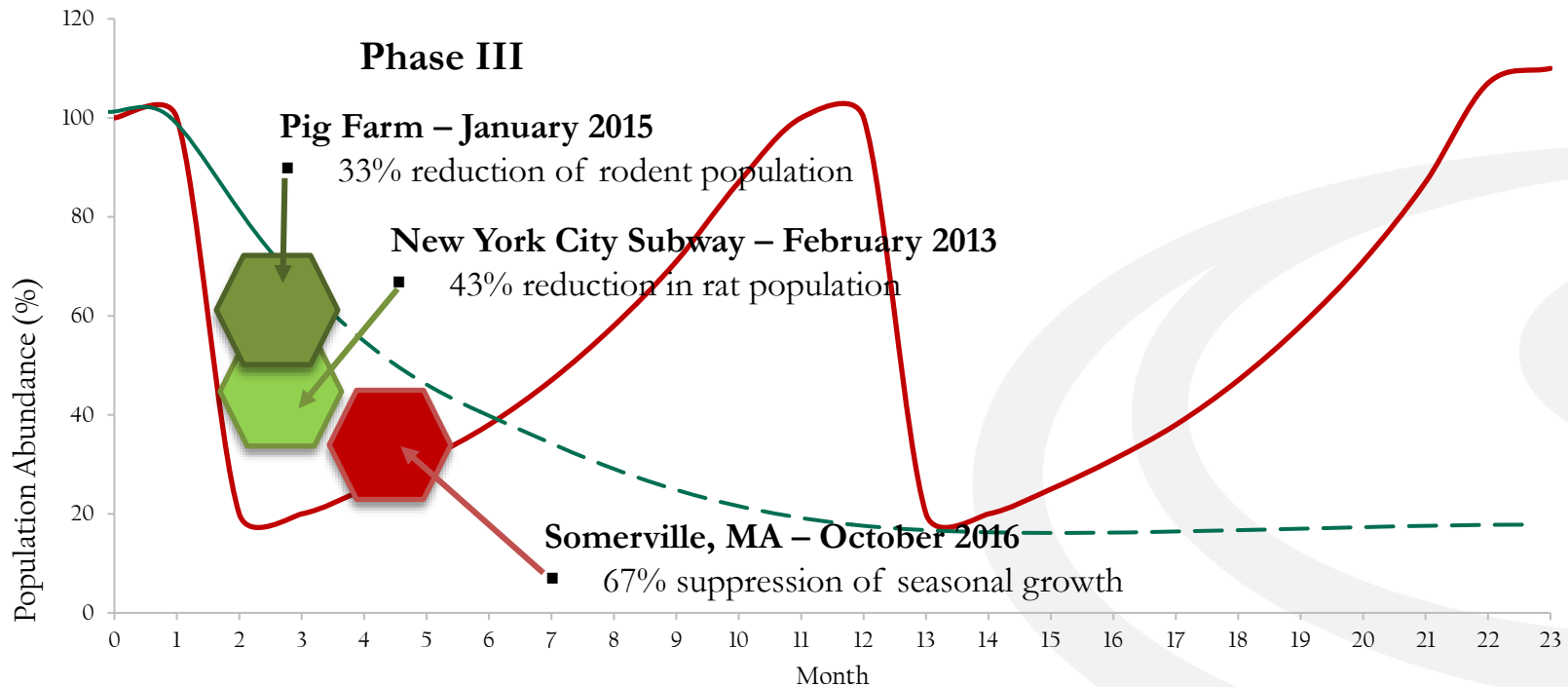
**The use of ContraPest sustainably reduces rat populations, and the cost ultimately is less expensive.**

[The data in this chart are derived from company population models and field studies]

# Efficacy Studies for ContraPest®

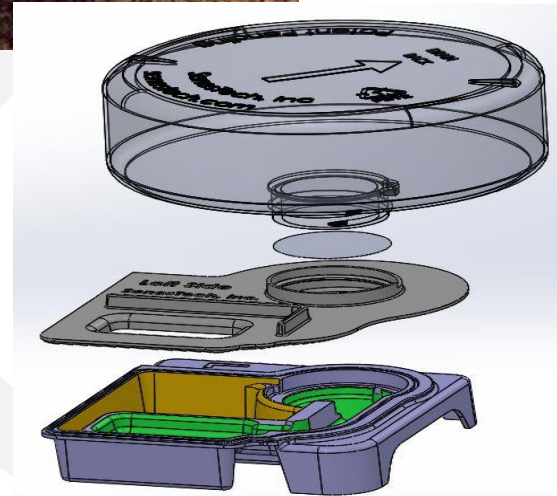


- **Phase I** – Laboratory mating with ContraPest free choice 100% efficacy (0 pups born)
- **Phase II - USDA 3<sup>rd</sup> party study – concluded June 2015**
  - 96% reduction in litter size in treated wild-caught female/male rates






# Minimize Handling and Exposure: EPA approved





# Regulatory Strategy

 <p>U.S. ENVIRONMENTAL PROTECTION AGENCY Office of Pesticide Programs Registration Division (7505P) 1200 Pennsylvania Ave., N.W. Washington, D.C. 20460</p> <p>NOTICE OF PESTICIDE: <input checked="" type="checkbox"/> Registration <input type="checkbox"/> Reregistration (under FIFRA, as amended)</p>	<p>EPA Reg. Number:</p> <p>91601-1</p>	<p>Date of Issuance:</p> <p>8/2/16</p>
	<p>Term of Issuance:</p> <p>Unconditional</p>	
	<p>Name of Pesticide Product:</p> <p>ContraPest</p>	



- Worked with EPA to Fast-Track registration
  - Exclusive use of Active Ingredients for 10 years, with 10 year extension
- Dynamic Registration
  - Label changes
  - Alternate formulations (semi-soft bait)
  - Additional species
- State Registrations (to date 43 + District of Columbia)



# Customer Interest List

**Hundreds of calls and emails received since EPA Registration.**

- Zoos
- Animal research facilities
- Waste/recycling centers
- City parks
- Transit agencies
- Natural resource managers
- Island conservation
- Botanical gardens
- Animal sanctuaries
- Children's gardens
- Healthcare providers
- Property management
- Food production facilities
- Pest Control Operators (PCO)



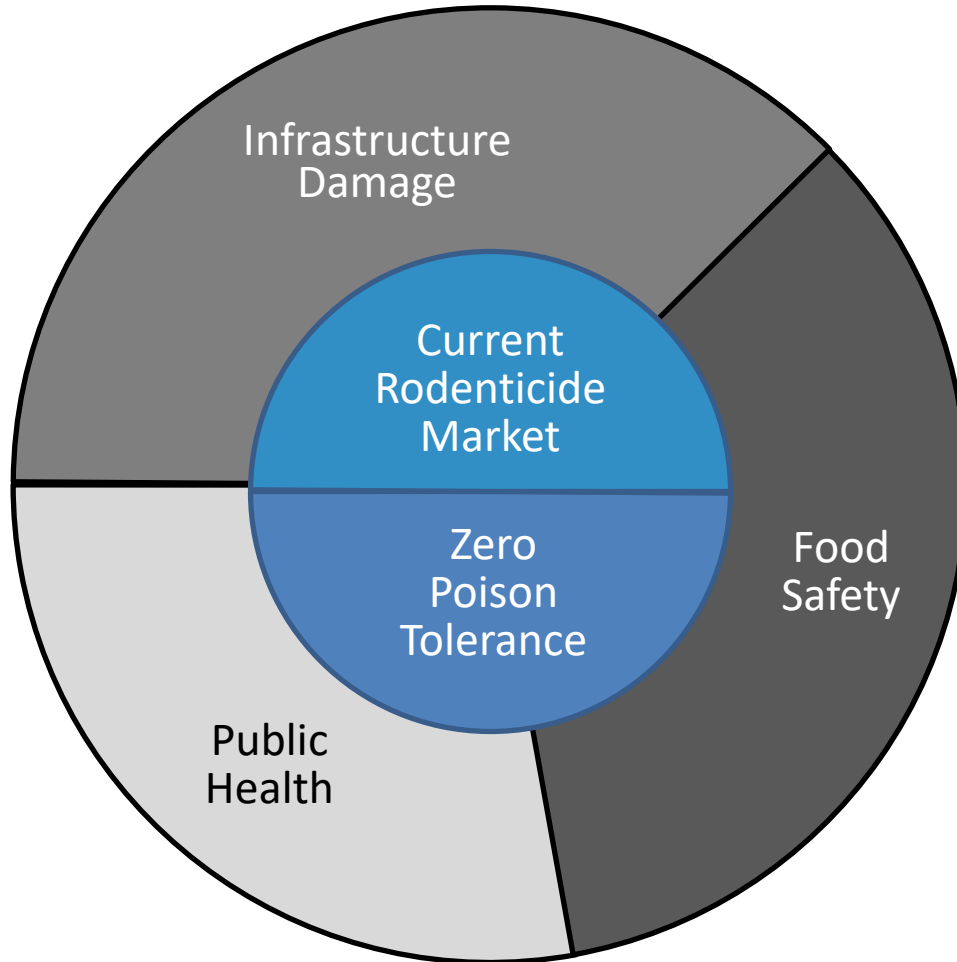


# Commercialization Plan

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Sound science. Effective solutions. 

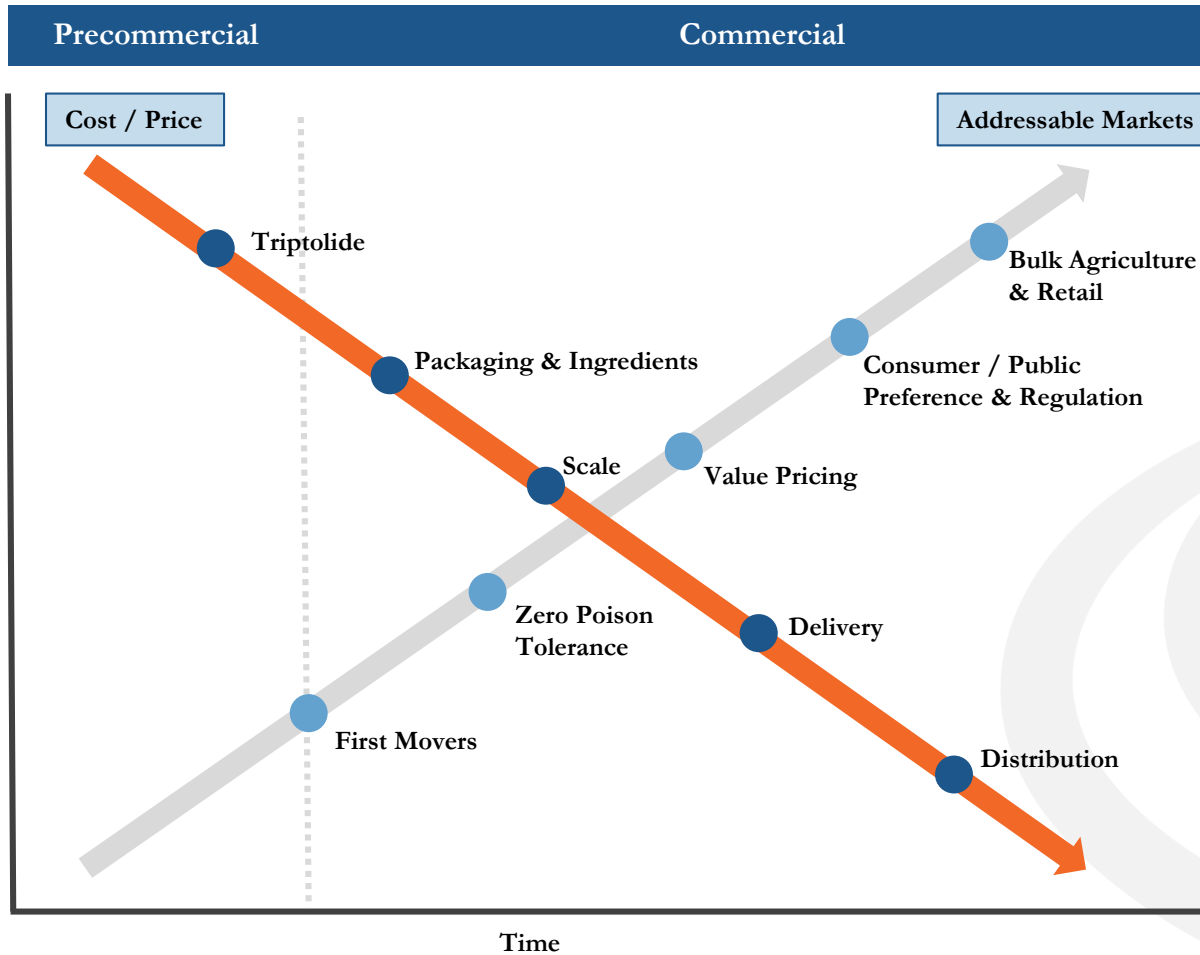
# Sizing the Opportunity

## Competitive Products & Value Pricing



- **ContraPest will be marketed to replace competitive market products and address global challenges caused by rodent infestations through value pricing**
- **Competitive products**
  - **Rodenticides**
  - **Zero poison tolerance (traps, etc.)**

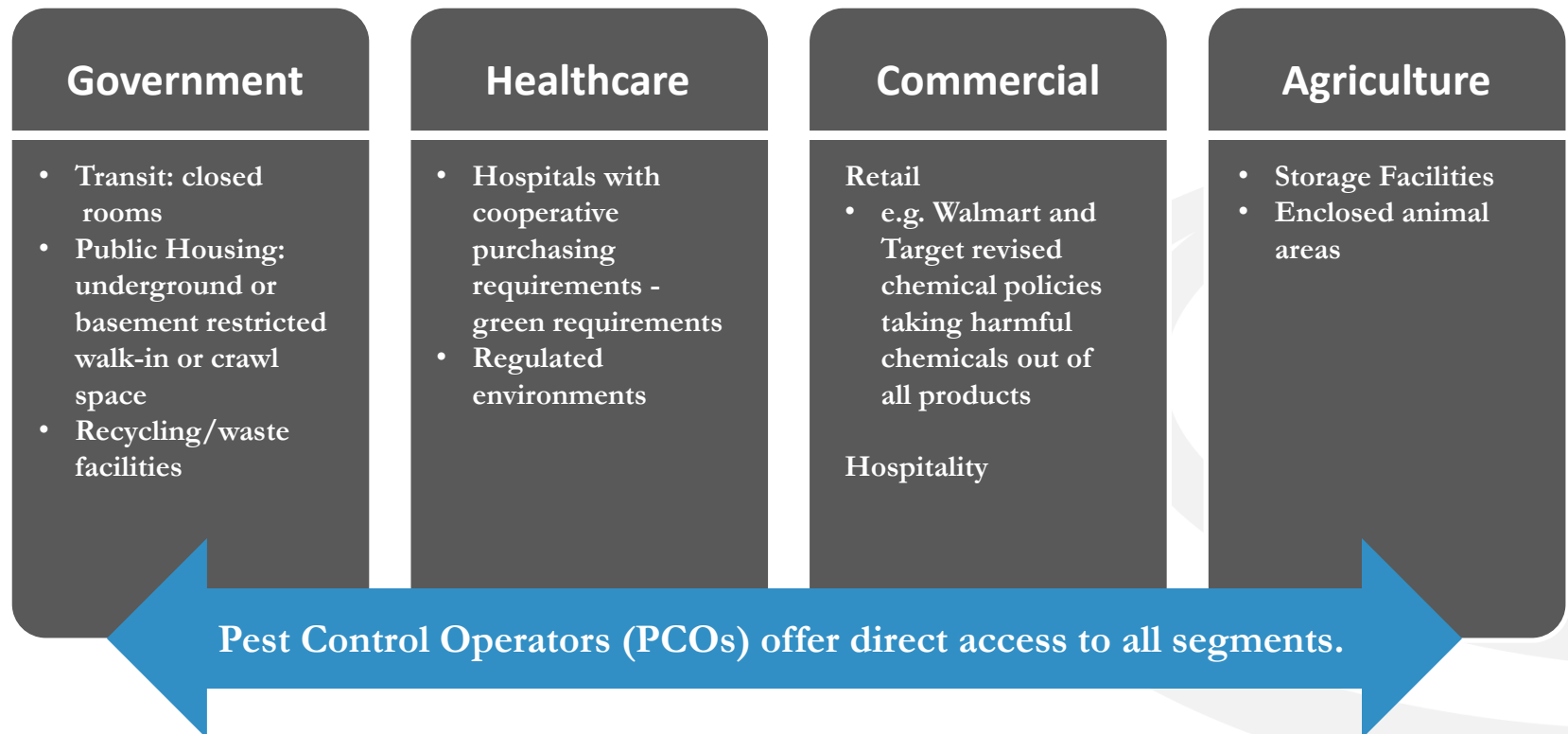
# Commercialization Priorities



# Initial Market Verticals--Global & Domestic



We are focusing more on launching into opportunities where we can create the most value and where our clients will see the quickest results. Each of these segments have a different feature set, with some features commanding a premium.





# Commercialization Strategy



- Leverage “first mover” and “zero tolerance” end users with rodenticide alternative, through direct sales to urban customers and PCO’s
  - Support with general market awareness campaign
- Look to develop marketing agreements with PCOs into select segments of the market
  - Distribution channels and customer access
- Meet initial demand from internal manufacturing capabilities
- Expand to countries with lower regulatory burden and high economic potential





# Financials

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# Balance Sheet

	(\$M)	Pro Forma As Adjusted EOP September 30, 2016
Assets		14.5
Debt and Other Liabilities		2.2
Common Stock and APIC		70.7
Accumulated Deficit		(57.7)

- Total “investment” to date has been over \$66M, including \$15M in grants and participation in others’ grants.
- 10.1M outstanding shares post split

# Income Statement



	(\$M)	YTD September 30, 2016
Revenue		0.3
Operating Expenses		7.2
Operating Income		(6.9)
Other Income (Expense)		(0.2)
Net Loss		(7.3)






- Includes equity compensation of \$2.4M
- Cash burn rate running at \$450K/month, without IPO costs



# Additional Product Candidates

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# Development Pipeline

Product	Proof of Concept	Submission	Marketed	Development Status	Primary Target	Market Opportunity
ContraPest				EPA registration August 2, 2016	Rodents	> \$1 billion
Boar taint				Proof of principle	Boars	\$1.2 billion
Feral animal fertility control				Proof of principle	Feral Dogs and Hogs	\$1.5 billion
Non-surgical spay and neutering				Proof of concept	Companion Dogs and Cats	\$0.5 billion
Animal cancer treatment				Theory	Companion Dogs	\$9 billion



# Conclusion

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# SenesTech Summary

- Commercializing globally a proprietary technology for managing animal pest populations through fertility control
- One product launching, with more in the pipeline
- Promoting food security, reducing infrastructure damage, disease outbreaks and environmental contamination caused by pests

