



SENESTECH

NASDAQ: SNES

June 2021

INVESTOR PRESENTATION

SENESTECH

*ContraPest® is registered federally as a General Use Product when used as directed. However, in some states, due to applicator expertise, it is a Restricted Use Product. Please check with your local state regulatory agency to determine restriction status. Read and follow all label instructions for target species Norway and roof rats.

contrapest

SenesTech Disclaimer

Special Note Regarding 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 believe in improving the quality of human life through humane, environmentally sensitive and effective pest control with our proprietary fertility control technology.

- ContraPest®, the Company's lead product, is bringing dramatic change to the pest control industry with a new, highly effective rodent control solution. ContraPest addresses the key problem of existing solutions – rapid reproduction - by drastically reducing fertility in both male and female rodents
- Initially targeting the \$1 billion rodenticide market which has proven longer term to be ineffective at controlling the spread of rodents
- Benefitting from major global trends to eliminate poisons from the environment with a safe and sustainable solution
- Focused commercialization plan lead by new CEO Ken Siegel, formerly CAO of Starwood Hotels & Resorts, initiated in mid-2019 beginning to gain traction:
 - Completion of long-term projects to obtain compelling real-world data
 - Successful Washington DC deployment
 - Successful San Francisco Recreation and Parks Department deployment
 - Launched new E-Commerce Platform

ContraPest Product Overview

SenesTech is transforming the pest control industry with a new, highly effective rodent control solution: ContraPest®

- ContraPest®, our flagship product, uses a unique, patented contraceptive technology that dramatically reduces fertility in both male and female rodents.
- It is highly effective when used alone and significantly enhances the effectiveness of existing solutions as part of an integrated pest management strategy.
- It's formulation and positioning is ideal in a time of increasing sensitivity to sustainability, environmental and public health issues. Its proven effectiveness means that there are no trade offs between using a sustainable product and getting results.
- ContraPest's effectiveness has been fully demonstrated in long term, real world studies – showing 60 to 90% incremental reductions over conventional methods.
- As a contraceptive, ContraPest assures that rodent populations will not rebound, unlike conventional rodenticides. This means higher customer satisfaction and long-term profitability for pest management professionals.



Addressable Market

SenesTech is initially targeting the \$1 billion rodenticide market¹



Global Public Health

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



World Food Supply

- Rodents are responsible for destroying nearly 20% of the world's stored food supply due to rodent consumption and contamination.²



Infrastructure

- Rats damage public and private infrastructure, causing over \$27 billion of losses annually in the U.S.³

¹ Derived from Markets and Markets press release titled "Rodenticides Market worth 1.23 Billion USD by 2022": <https://www.marketsandmarkets.com/PressReleases/rodenticides.asp>

² QA Magazine, Commensal Rodents Eat at Our Tables, <http://www.qualityassurancemag.com/article/qa1014-rodents-control-management/>

³ ENVIRONMENTAL AND ECONOMIC COSTS OF VERTEBRATE SPECIES INVASIONS INTO THE UNITED STATES, DAVID PIMENTEL, College of Agriculture and Life Sciences, Cornell University, Ithaca, New York, USA. https://www.aphis.usda.gov/wildlife_damage/nwrc/symposia/invasive_symposium/content/Pimentel2_8_MVIS.pdf

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

After Dog's Death, Family Seeks To Educate About Rodenticides

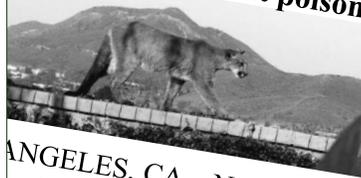


NEWBURYPORT — FEB. 26, 2016
It should have been a long happy life for Roscoe, a 7-month-old cockapoo puppy owned by a family of four in Newburyport. The family of four was shocked and saddened by the death of their beloved pet.

FOX 35 ORLANDO
Port Orange neighbors concerned over rat infestation

PORT ORANGE, FL – JAN 16, 2020
Residents in one Port Orange neighborhood are begging the city to do something about a rat infestation. It started at an abandoned house and is spreading everywhere.

Los Angeles Times
Puma found dead in Point Mugu State Park killed by rat poisons



LOS ANGELES, CA – Nov. 10, 2019



Rat Infestation Below I-280 Freeway in San Jose Draws Neighbors' Ire

SAN JOSE, CA – AUG 27, 2020 A downtown San Jose neighborhood is getting overrun by rats.

NEWS BREAK

'Afraid To Go Out There': Rats Plague Medford Neighborhoods

MEDFORD, MA – AUG 7, 2020 An explosion of rat sightings has residents wary of their yards and calling on the city to do more.

CBS D

Frisco Family Says Rat In Mailbox Led To Dog's Death



FRISCO, TX – DAN...
they said they found...
decaying under the s...

news12 WESTCHESTER

Rat infestation prompts health alert in Rockland County

WESTCHESTER, NY – JUL 28, 2020 Rodents are getting desperate for food amid the coronavirus pandemic and are finding their way into people's homes.

Rats infest West Hartford neighborhood; mail delivery paused due to safety concerns



WEST HARTFORD, CT – JUL...
on Fox Meadow...
er saw a rat in...
Then she saw...
neighbor's yar...
ner yard with...

9NEWS

Rat infestation closes park near State Capitol

DENVER, CO – JAN 15, 2020 Lincoln Park will be closed for several weeks due to a public health risk, according to the Denver Department of Health and Environment.

say calls for rats in Baltimore homes have doubled during coronavirus pandemic

BALTIMORE, MD – APR 30, 2020 Baltimore exterminators say the city's restaurants to...
s pandemic...
ste from...

Industry Overview

Brief history of rodent/pest control

- Centuries of failure
- Over reliance on lethal solutions, leading to rebound and resistance
- Increased urbanization
- Thrive in the presence of humans

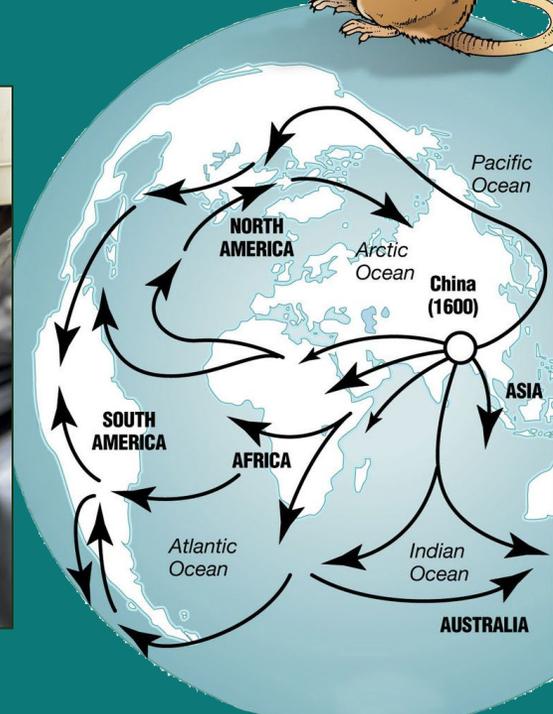
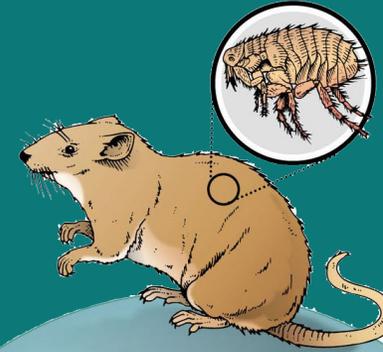
“Understanding rodent physiology can help us to understand rodent behavior and how they interact with their environment.”

-Bobby Corrigan, Urban Rodentologist, Scientist and Program Designer at RMC Pest Management Consulting



A Deadly Traveler

During the last 400 years, Norway rats migrated to every continent except Antarctica. Along the way they became carriers of disease, as well as dubious pests.



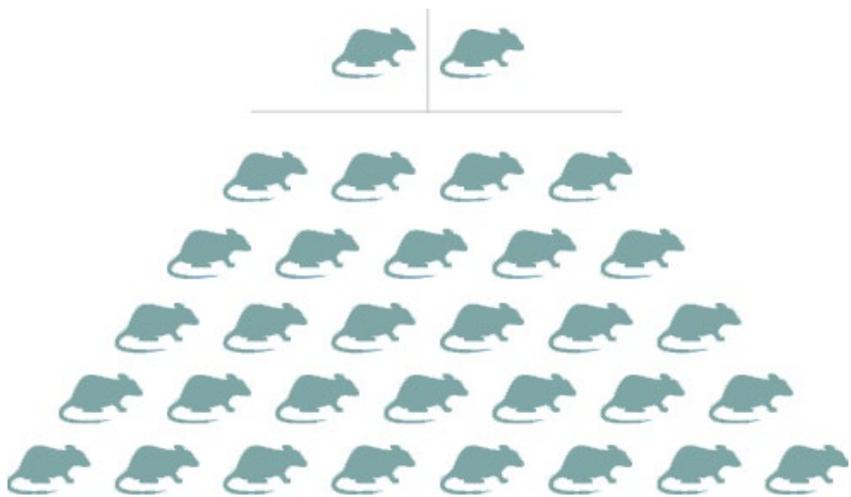
Migration graphic: Wm. Pitzer, The Charlotte Observer

Current Treatment Problems

Why do current solutions fail?

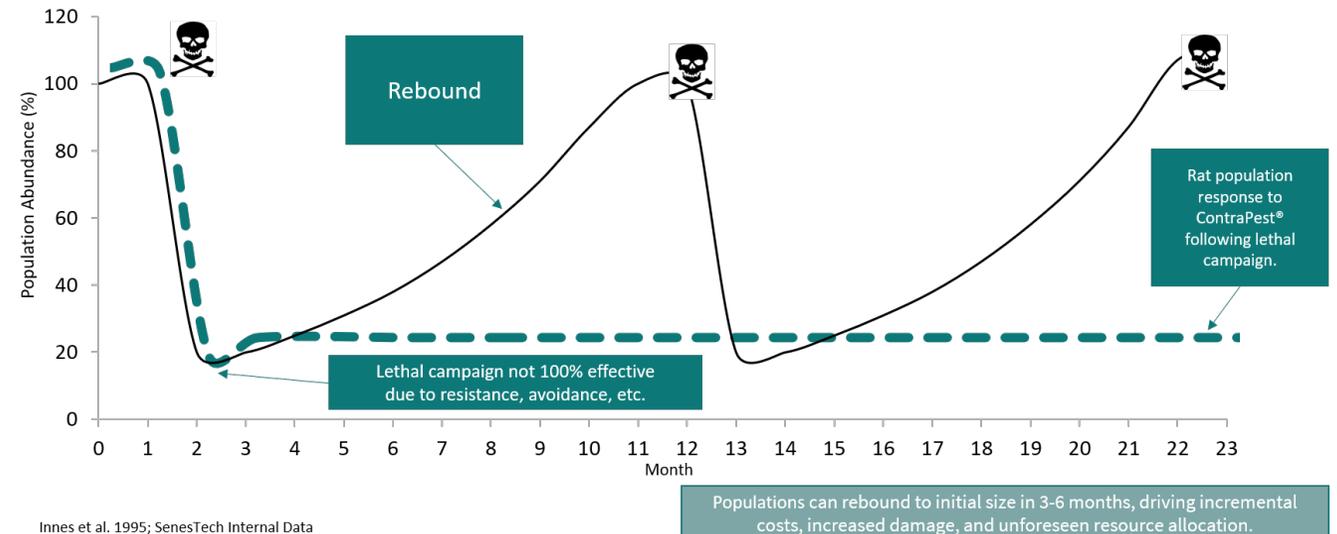
Exceptional Reproductive Rate

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



The Rebound Effect

Effectiveness of lethal solutions is limited by resistance, avoidance and in-migration. Survivors can reproduce, rebounding the population back to its initial size within 3 to 6 months.



Traditional industry reaction is to develop newer and more toxic rodenticides

The ContraPest Solution

ContraPest is the answer!

- ContraPest makes pest management solutions work by directly addressing the root cause of the problem – reproduction
- The active ingredients target both male and female rodents resulting in sustained contraception with continued consumption
- It makes integrated pest management effective by driving populations down (**Prevention**) – and keeping them down (**Control**).
- It can be the key component of a comprehensive IPM solution or an effective stand-alone solution in environmentally sensitive situations.



Commercial Model

Creating business models for Pest Management Professionals, demonstrating the long-term profit potential with our solution

- As a contraceptive, ContraPest needs to be continuously deployed to assure permanent results. The amount of product and related servicing requirements decline with the rodent population
- Deployed appropriately, ContraPest becomes a “subscription” product with progressively lower costs to deploy and increasing profitability



80% of the time should be spent on Sanitation and Exclusion, ultimately preventing rat infestations in the first place

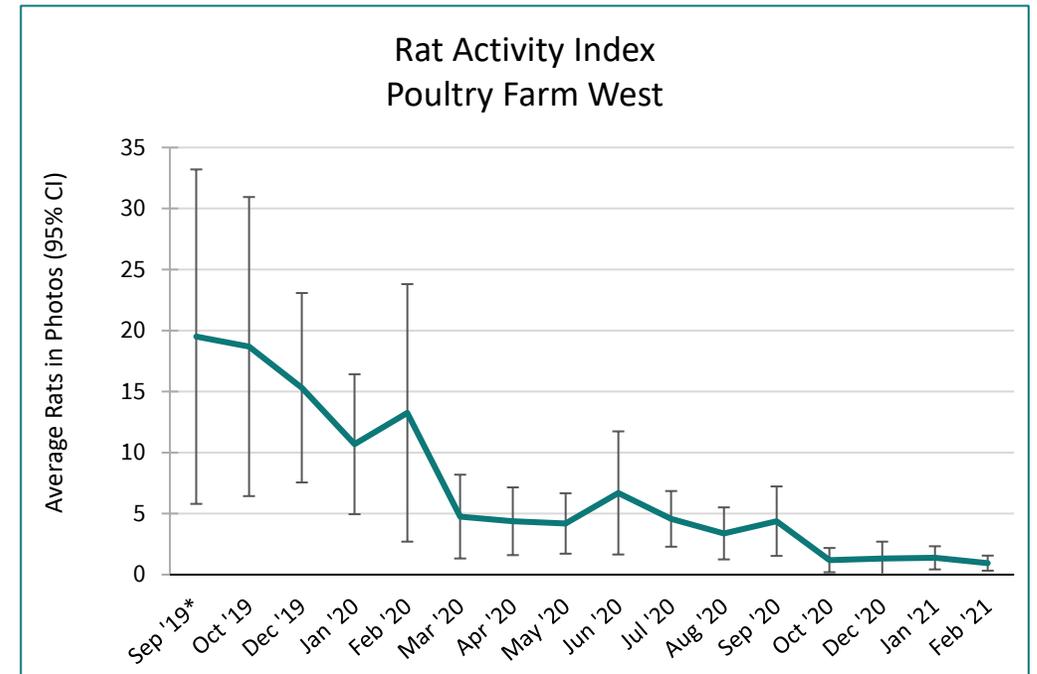
80 / 20

While 20% of the time should be spent on the removal of rats that have infested a property

Long Term Case Studies: Agriculture

Rat infestations decrease while profits can increase with the addition of ContraPest

- Two agriculture customers, one on the west coast and one on the east coast, originally deployed rodenticides and saw high levels of product loss, grain consumption, continued equipment damage, and/or high labor costs.
- One customer added ContraPest to their IPM program and experienced a significant reduction in rat infestation levels (as proven with camera studies) improvement within four months which were then sustained for the rest of the one year study.
- The other customer also added ContraPest to their IPM program and specifically tracked cost reductions. The customer concluded that ContraPest paid for itself in less than six months and dramatically improved their ongoing costs

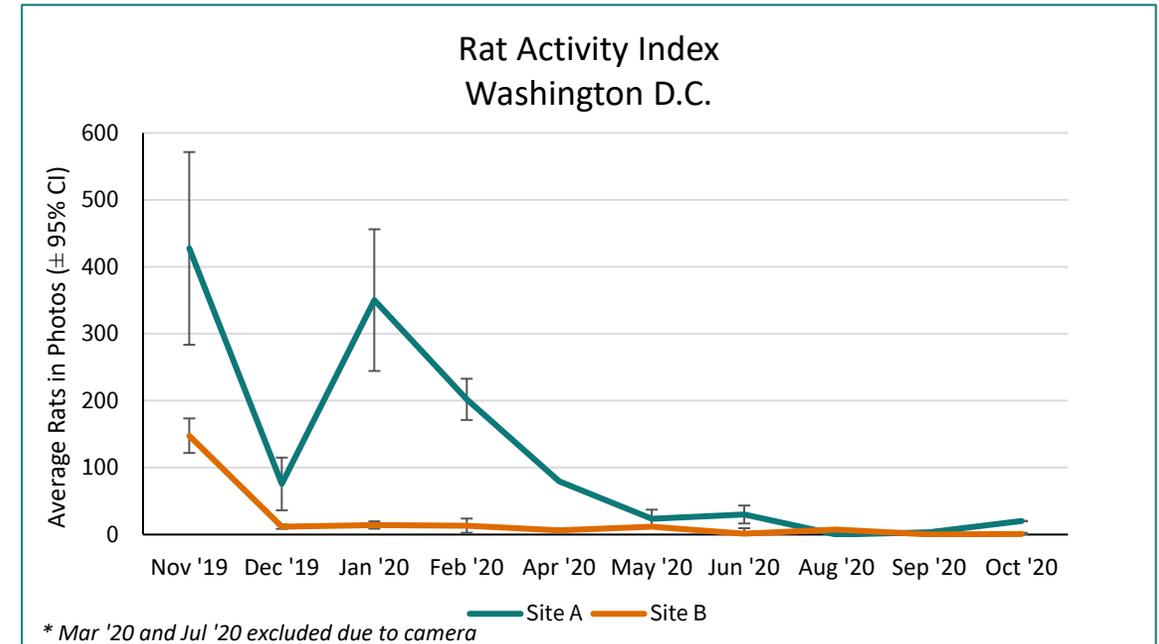


Agricultural customers can focus on what matters most...their business!

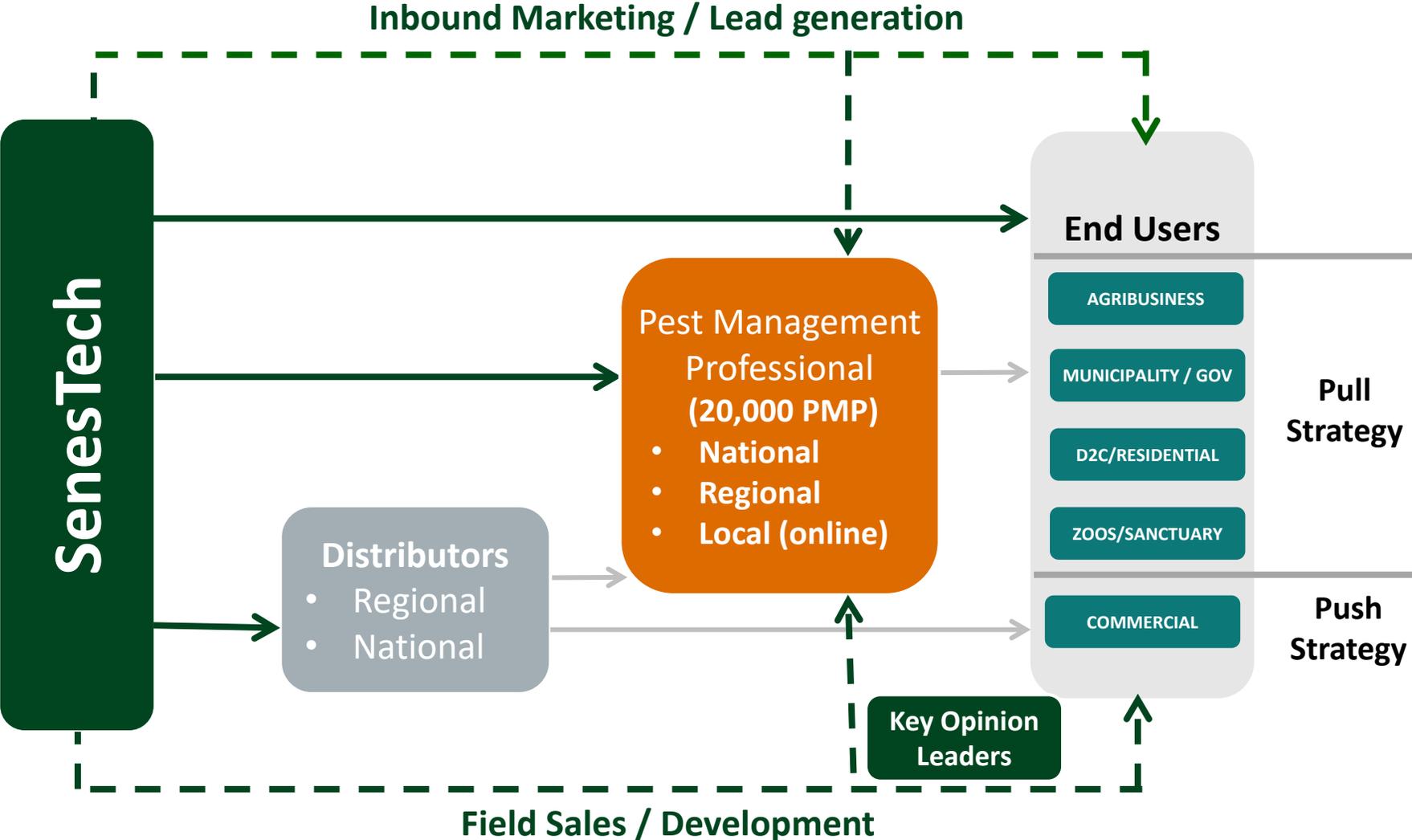
Long Term Case Study: Urban Setting

Washington D.C.

- The program in Washington, D.C. was conducted over a one year period, supported by camera studies of relative abundance change over time. ContraPest was added to the existing rodenticide-based integrated pest management program administered by the District.
- The camera studies confirmed that, following the addition of ContraPest, the rat populations dramatically reduced and the reductions were sustained. In addition, the ratio of juveniles to adults also reduced, providing further evidence of a potential population collapse.
- D.C. will be deploying ContraPest on a widespread basis as their budget permits.



Revenue Model



California Ecosystems Protection Act of 2020

Formerly known as “AB1788”, the Act prohibits the use of the Second-Generation Anticoagulant Rodenticides (SGARs) commonly used in rodent pest control under many circumstances.

- Signed by Gavin Newsome, California’s Governor, and became law on January 1, 2021
- ContraPest provides an alternative and complementary non-lethal approach and may be increasingly used to replace the SGARs.
- The rodenticide market in the state is estimated to be \$100 million per year, with SGARs being a major part.

“The passing of AB1788 represents a tectonic shift in the industry, and while the magnitude impact on industry practices and product deployments is unknown today, it is certain to bring more opportunities for proven, non-lethal tools such as ContraPest.”

Dr. Steven Krause,
SenesTech’s EVP of
Sales and Marketing

Research & Development Focus

Continuous Product Improvement

- New dispensing techniques
- New formulations
- Expanded usability
- New target species
- Additional attractants



Highlights

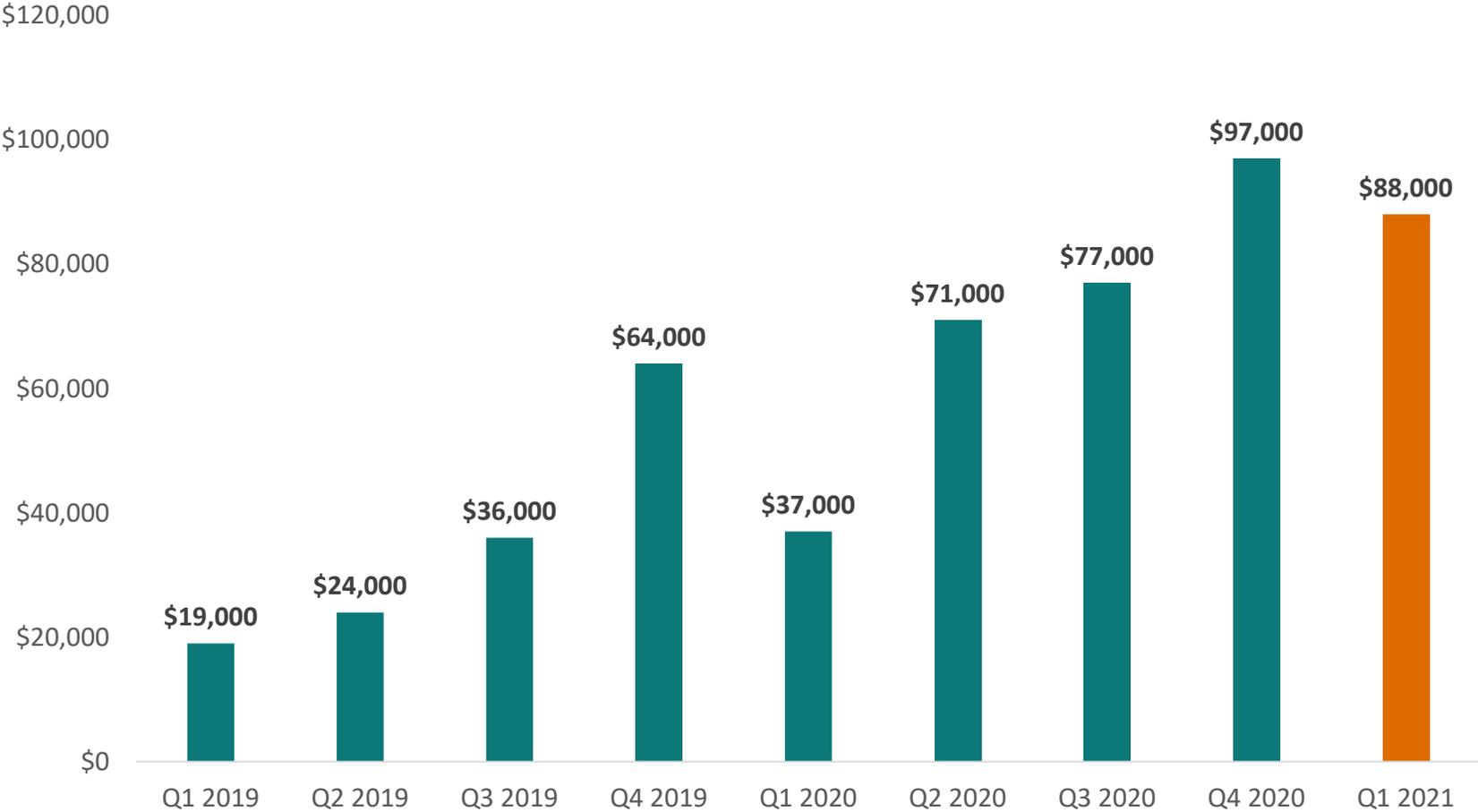
Focused approach built for long-term success

- The Right Product: Disruptive lead product addressing a centuries old problem with a subscription-based business model
- In a Large Industry: \$1 billion rodenticide market
- With Global Tailwinds: Global industry trends toward sustainable solutions that are friendly to the environment – AB1788 in California
- And a Successful Commercial Approach: Repositioned commercialization approach beginning to gain traction with revenue up 196% Q/Q, including launch of robust e-commerce solution, while maintaining focused R&D efforts
- While Maintaining Fiscal Discipline: Removed over \$1 million per annum from the cost structure



Financials

Revenue by Quarter



Income Statement

(\$ in Millions, except per share data)	Q1 2021	2020	2019
Revenue	\$0.088	\$0.282	\$0.143
Operating Expenses	1.9	7.9	10.3
Net loss	(1.8)	(7.9)	(10.0)
Net loss per share	\$(0.22)	\$(2.78)	\$(7.69)
Adjusted EBITDA Loss (Non-GAAP)	\$(1.6)	\$(6.9)	\$(8.2)

Balance Sheet

(\$ in Millions)	3/31/2021	12/31/2020	12/31/2019
Cash, cash equivalents and highly liquid investments	\$15.2	\$3.6	\$1.9
Assets	\$17.6	\$6.0	\$5.0
Liabilities	\$1.8	\$2.1	\$2.4
Common Equity	\$15.9	\$3.9	\$2.6
Shares Outstanding	12.2	5.1	1.4
Warrants Outstanding	4.6	2.6	0.5

Thank you



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Appendix

Management



Kenneth Siegel
Chief Executive Officer,
Director



Tom Chesterman
Chief Financial Officer



Kim Wolin
Executive Vice President,
Operations



Steve Krause
Executive Vice President,
Sales and Marketing



Nicole Williams
Chief Strategy Officer



Brandy Pyzyna
Vice President, Research
and Regulatory



Paul M. Palz
Vice President,
Corporate Controller



Wallace Yopp
Vice President,
Manufacturing &
Quality Control



Michelle Kristoff
Director of Marketing



Courtney Ray
Director of Technical
Services and National
Accounts



Charmonte Watkins
Director of Regulatory
Affairs

Board of Directors



Jamie Bechtel, JD, PhD
Chair, Director, Chair of Compensation Committee and member of the Nominating and Corporate Governance Committee



Delphine Francois Chiavarini
Director
Chair of the Nominating and Corporate Governance Committee and member of the audit committee.



Matthew Szot
Director,
Chair of the Audit Committee and member of the Nominating and Corporate Governance committee



Jake Leach
Director



Kenneth Siegel
CEO and Director



Marc Dumont
Director
Member of the Audit and Nominating and Corporate Governance committees



K.C. Kavanagh
Director



Phil Grandinetti, III
Director



Julia Williams, MD
Director Emeritus