

ZELIRA THERAPEUTICS  
2023 Annual Shareholders  
General Meeting

**Investor Briefing 15 November 2023**

ASX: ZLD  
OTCQB:ZLDAF  
[zeliratx.com](http://zeliratx.com)



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# Highlights

## 2022



**13 Jul 22**

ZENIVOL® achieves major milestone with formal regulatory approval received in Germany



**8 Sep 22**

\$400K partial repayment of loan received from Health House



**15 Sep 22**

Zelira completes two thirds of enrolment for IRB-approved diabetic nerve pain trial



**21 Nov 22**

\$550K partial repayment of loan received from Health House



**21 Nov 22**

Zelira completes enrolment for diabetic nerve pain trial

## 2023

**10 Jan 23**

Full repayment of \$1.75M in cash and shares received from Health House/Creso



**30 Jan 23**

Zelira receives \$1.14M cash from R&D tax incentive



**15 Feb 23**

Zelira secures commitment for US \$8.6M cornerstone funding into SPV for HOPE® 1 FDA clinical trials



**20 Feb 23**

Greg Blake joins Zelira Board as Executive Director



**15 Mar 23**

Zelira raises \$1.77M from US-based investors



**19 May 23**

Zelira secures additional commitment for US \$3.25M investment into HOPE® SPV



**30 May 23**

Zelira's diabetic nerve pain drug outperforms multi-billion dollar Lyrica® in clinical trial



**31 May 23**

Dr Donna Gentile O'Donnell joins Zelira Board as Non-Executive Director



# Achievements- Q.1 FY24:

## First close of SPV funding leads to stronger cash position



First close of HOPE-SPV funding US\$3.25 million commitment, enabling the initiation of HOPE® clinical trial

Stronger closing cash position of \$1.03 million (as at 30 September 2023), following receipt of the first close (US\$1.07 million) with subsequent closes expected throughout the year

Total committed investment in HOPE® SPV to date is \$11.85 million

Positive progress on development work to change Zenivol® format to a capsule powered by Zyraydi™ technology. Zelira vetting potential manufacturers for HOPE® and Zenivol®



## Positive Readout of topline results from Diabetic Nerve trial

Zelira's Diabetic Nerve Pain Drug  
Outperforms Big Pharma drug;  
successful clinical trial against  
multi-billion-dollar Lyrica®

**Demonstrated Safety, Tolerability,  
and Improved Efficacy**



# Zelira's Diabetic Nerve Pain Drug (ZLT-L-007) Outperforms Big Pharma drug; successful clinical trial against multi-billion-dollar Lyrica® Demonstrated Safety, Tolerability, and Improved Efficacy



## Objective of the study

- Comparing Zelira's patent protected, proprietary ZLT-L-007 with Lyrica® with regards to the reduction of diabetic nerve pain
- IRB-approved observational multi-arm head-to-head study powered to show statistical significance



## Topline Results

- ZLT-L-007 materially outperformed Lyrica® in reducing NRS pain scores
- Significant decrease in symptom severity observed
- ZLT-L-007 met the primary endpoint with no Serious Adverse Events (SAE)
- ZLT-L-007 significant decreases in Visual Analog Scale (VAS) and Short form McGill scores- met secondary endpoints



## Market Potential

- ZLT-L-007 demonstrated improved efficacy, enhanced safety and tolerability profile for diabetic nerve pain, a market in which Lyrica® is an established leader with peak year sales of approximately US \$5B\*

**Next steps - Evaluate further progression of ZLT- L-007 in formal FDA clinical trials as part of Zelira's Launch, Learn & Develop strategy**

#### References:

\*-Grand View Research. (2021). Diabetic Neuropathy Market Size, Share & Trends Analysis Report By Disorder (Peripheral, Autonomic, Proximal, Focal), By Treatment (Drug, Radiotherapy, Physiotherapy), By Region, And Segment Forecasts, 2021 - 2028. Retrieved from <https://www.grandviewresearch.com/industry-analysis/diabetic-neuropathy-market>



# Zelira's Unique Rapid Commercialisation Strategy- Key to success



## Launch

Generate proprietary formulations  
Launch products in global markets  
Rapid path to revenues  
Low Capex model



## Learn

Collect real-world patient data  
Refine product to meet patient needs  
Real-time response to market



## Develop

Patient data informs and de-risks  
design of clinical trial  
43% costs reimbursable via  
Australian R&D rebate program  
Supports path to  
registration



# HOPE<sup>®</sup> - Real World Evidence

## Launch & Learn

Autism patients report improvement in symptoms and quality of life with Zelira Therapeutics' HOPE<sup>®</sup>

Video of Australian patient and family taking HOPE<sup>®</sup>

HOPE<sup>®</sup> Grows For Autism video showing a before and after experience on cannabinoid medication

Autism Spectrum Disorder patients demonstrate improvements in Clinical Global Impression (CGI) whilst on HOPE<sup>®</sup>

A natural history study of medical cannabis consumption in paediatric autism in the United States



# FDA trials for HOPE<sup>®</sup> 1 represents third and final stage of Launch, Learn, Develop strategy for validation and commercialisation



HOPE<sup>®</sup> launched in Pennsylvania in 2020 and subsequently in Washington DC, Louisiana and Australia under the TGA Special Access Program



Over 9 Million doses of HOPE<sup>®</sup> dispensed in Pennsylvania over the past three (3) years without any negative safety signal



All sales in the US are out of pocket payments by parents that buy HOPE<sup>®</sup> to administer to their children with ASD, on a consistent, repeated, monthly basis



Proprietary HOPE<sup>®</sup> 1 product currently on the market as a tincture, reformulated into a free-flowing powder and pharmaceutical grade capsule using Zelira's proprietary, patent protected Zyraydi<sup>™</sup> technology



# Key Highlights Of The Announcement Progressing HOPE<sup>®</sup> 1 into US FDA Clinical Trials

**MAJOR  
2023  
MILESTONE**



HOPE<sup>®</sup> special purpose vehicle (SPV) established to facilitate investment to fund HOPE<sup>®</sup> 1 US FDA clinical trials



US-based Cantheon Capital LLC, global investor focused on clinical trial assets with near term catalysts, commits cornerstone US \$8.6M to support HOPE<sup>®</sup> 1 US FDA clinical trials



Zelira to raise up to an additional circa US \$26M in SPV to fund HOPE<sup>®</sup> 1 US FDA trials for total gross proceeds of circa US \$35M, and retain a 55% interest in the HOPE<sup>®</sup> SPV



Specialist cannabinoid CRO and FDA experienced iNGENU appointed as CRO for the HOPE<sup>®</sup> 1 US FDA trials



Execution of definitive agreements for HOPE<sup>®</sup> SPV totalling US \$3.25M to advance HOPE<sup>®</sup> 1 through FDA. Receipt of first tranche US \$1.07M.

 [DOWNLOAD ANNOUNCEMENT](#)

**iNGENU**



# ZELIRA'S PORTFOLIO OF CLINICALLY VALIDATED ASSETS

<p><b>PRODUCT</b></p>	 <p><b>Autism</b> HOPE®</p>	 <p><b>Insomnia</b> ZENIVOL®</p>	 <p><b>Oral Care</b> SprinJene CBD</p>	 <p><b>Dermatology</b> RAF FIVE™</p>	 <p><b>Neuropathy</b> ITURA™</p>	 <p><b>Platform Technology</b> ZYRADI™ (EDCDM) &amp; Novel Encapsulation</p>
<p><b>DATE OF LAUNCH</b></p>	<p>2020</p>	<p>2020</p>	<p>2021</p>	<p>2021</p>	<p>2021</p>	<p>2022</p>
<p><b>CURRENT MARKETS</b></p>						

Via Business Development focused on licensing and distribution we are taking these assets to the world



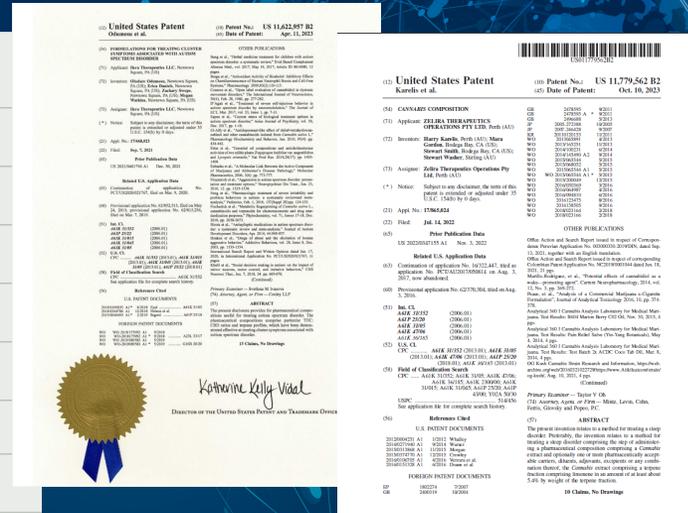
# Zelira Patent Portfolio

A significant distinction of the Zelira strategy is our investment in patent protection

**58**  
patents granted

US Patent Office granted the HOPE® patent in April 2023

Patent Family	Accepted, Granted, Certified or Validated as at 1 Nov 2022	Accepted, Granted, Certified or Validated as at 1 Nov 2023
Autism 1	1	2
Autism 2	0	1
Breast Cancer Prognosis	17	17
Cancer	11	13
Encapsulation Technology	0	0
Opioid Sparing	1	1
Pain 1	1	2
Pain 2	1	1
PTSD/Anxiety	1	1
Skin 1	4	4
Skin 2	0	1
Sleep 1	5	8
Sleep 2	5	7
<b>TOTAL</b>	<b>47</b>	<b>58</b>



**9**  
Therapeutic areas

**26**  
Countries

**100+**  
patents awaiting approval





## Advancing Product Development

Positive progress with  
the development work to  
change Zenivol® format to a  
capsule formulation powered  
by Zyraydi™ technology.





## Advancing Clinical Validation of Key Patent Protected Products

FDA clinical trials will be an important next step for two key patent protected products:

- HOPE<sup>®</sup>1: Via the establishment of the HOPE<sup>®</sup> SPV, Zelira has successfully gained the resources to start the FDA clinical trials for HOPE<sup>®</sup> 1, a patent protected autism treatment. Zelira has commenced the FDA trial process with appointed CRO iGENU, currently focused on the completion of the Target Product Profile, a key initial step in the FDA clinical trial process
- Diabetic Nerve Drug Treatment ZLT-L-007: Following the receipt of the positive top-line results from the IRB approved diabetic drug trial, demonstrating ZLT-L-007 outperformed Pharma drug Lyrica<sup>®</sup>, Zelira is evaluating the further progression of ZLT-L-007 into formal FDA clinical trials.



# Corporate Snapshot

## Financials (as at 7 November 2023)

	AUD\$
Share Price	\$0.99
52 week range	\$0.90 - \$ 3.05
Market Capitalisation	\$11.2M
Cash (at 30 Sept 2023)	\$1.0M

## Capital Structure (Fully Diluted<sup>2</sup>)

### Structure

### Major Shareholders

Director Holdings	<b>5.00%</b>	Ilera Investors	<b>31.70%</b>
Top 20	<b>52.70%</b>	Malik Majeed	<b>10.0%</b>
Employee Options	<b>2.25M</b>	Quincy Street Capital	<b>4.0%</b>

## Share Price (Market Data as at 7 November 2023)



# Global Board of Directors



**Osagie Imasogie**  
Chairman

- Over 30 years in the field of law, finance, business management, healthcare and the pharmaceutical industry.
- Founder and VP for Glaxo Smith Kline (“GSK”) Ventures.
- Co-founder and the Senior Managing Partner of PIPV Capital, a Private Equity Firm focused on the Life Sciences vertical.
- Chairman and Founder of Ilera Healthcare, Ilera Therapeutics, iCeutica Inc., Churchill Pharma, Ception Therapeutics Inc. and Trigenesis Therapeutics Inc.



**Dr. Oludare Odumosu**  
Global CEO

- Post-clinical development of Iroko Pharmaceutical’s Zorvolex® Tivorbex® and Vivlodex® through FDA approvals and successful US market commercialization.
- Founding COO of Ilera Healthcare. Ilera Healthcare was acquired by TerrAscend (TER.CN) for \$225M Mid 2019. Founding CSO/EVP of Ilera Therapeutics.



**Dr Donna Gentile O'Donnell**  
Non-Executive Director

- Senior VP of the ‘Innovation Pillar’ at Thomas Jefferson University Health
- While President of Franklin Health Trust, led the merger of US \$50M of assets into Drexel University College of Medicine.
- Served as Deputy Health Commissioner for policy and planning for the City of Philadelphia
- Named Philadelphia Business Journal Woman of Distinction and elected to Fellow at Philadelphia College of Physicians
- Appointed by the Governor, serves on the Commonwealth Universal Research Enhancement (CURE) Board, and she has served on the boards of many non-profits and advisory councils.



**Tim Slate**  
Non-Executive Director

- Founder, Director of accounting, secretarial and advisory firm Catalyst Corporate
- Appointed Company Secretary on 16 December 2016
- Over 15 years of experience in the ASX, accounting and secretarial advisory sector.



**Greg Blake**  
Executive Director

- 20 years commercial and operational leadership in the pharmaceutical and biotech sectors in Australia and internationally.
- As GM Rhythm Biosciences led pre-launch and commercialisation planning globally.
- As Marketing Lead (Europe) Mundipharma International led 26 European countries pre-launch and launch phases for a novel pain medication.
- Held leadership roles at large multinationals (J&J and CSL) and publicly-listed biotech start-ups.





# Thank You

Zelira Therapeutics

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