

# SenesTech

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

**NASDAQ: SNES**

**October 2024**



**SENESTECH.**



## 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.



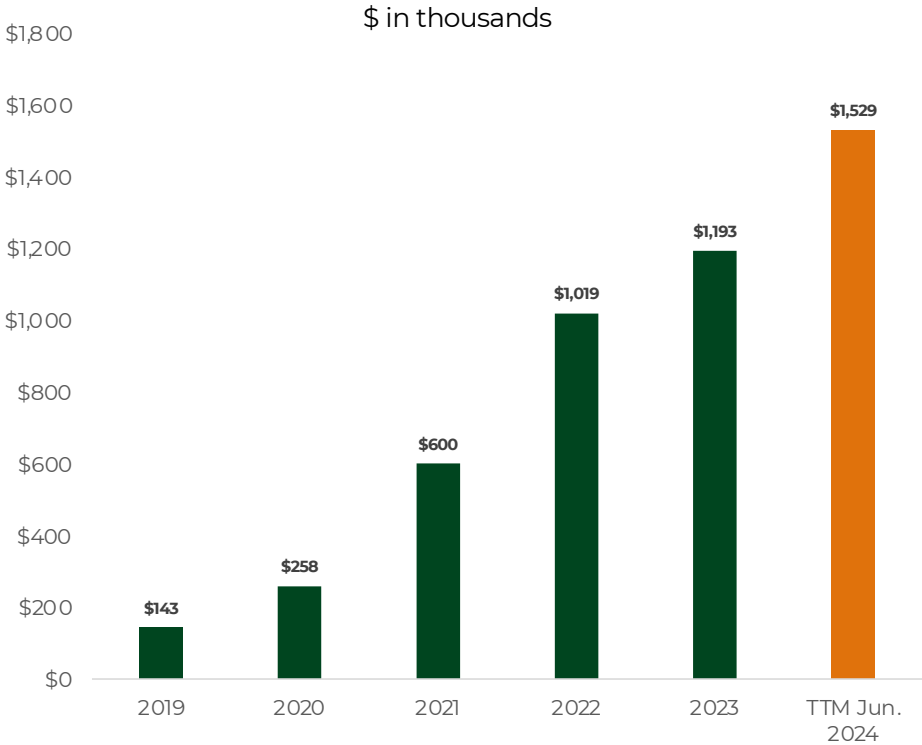
The core technology can be applied to other mammalian pest populations.



Revenue growth of 70% CAGR since 2020.

SENESTECH.

## Revenue Growth



# The Rodent Challenge - **Reproduction**

## Why do current solutions fail?



Rats reproduce at an extremely rapid pace. The lifetime expectancy for a female rat is 1 year, 6-8 litters in that year with 6-10 pups per litter.



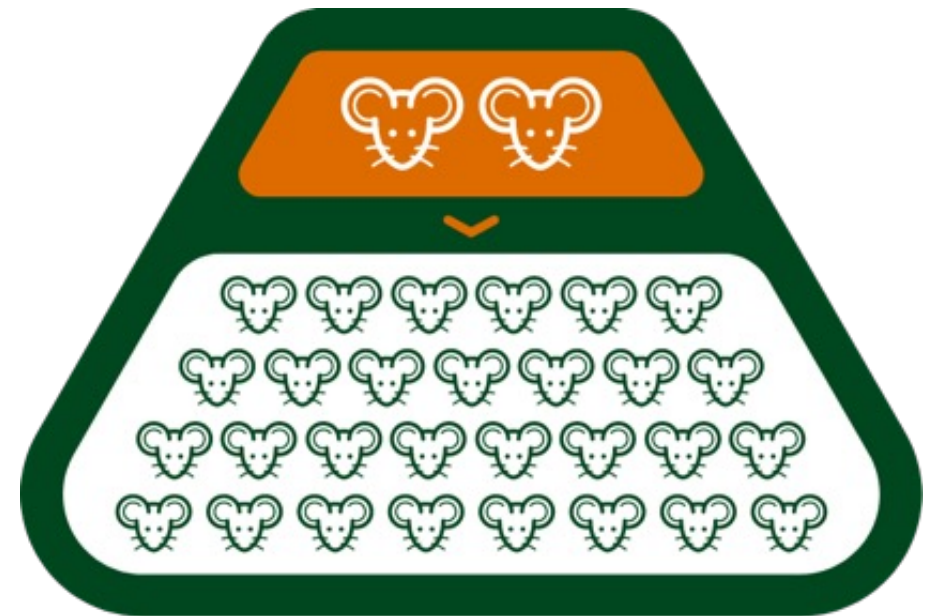
Rats are highly intelligent, adaptive and learn to avoid traps.



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

**2 Rats can become 15,000 in 1 year!**





# Global Trends

SenesTech is  
poised to benefit  
from major global  
trends



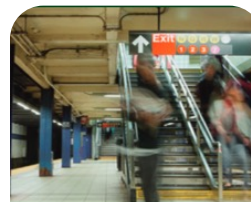
## PUBLIC HEALTH

Rats and mice are disease vectors and cause **enormous global public health issues**



## FOOD PRODUCTION DISRUPTION

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



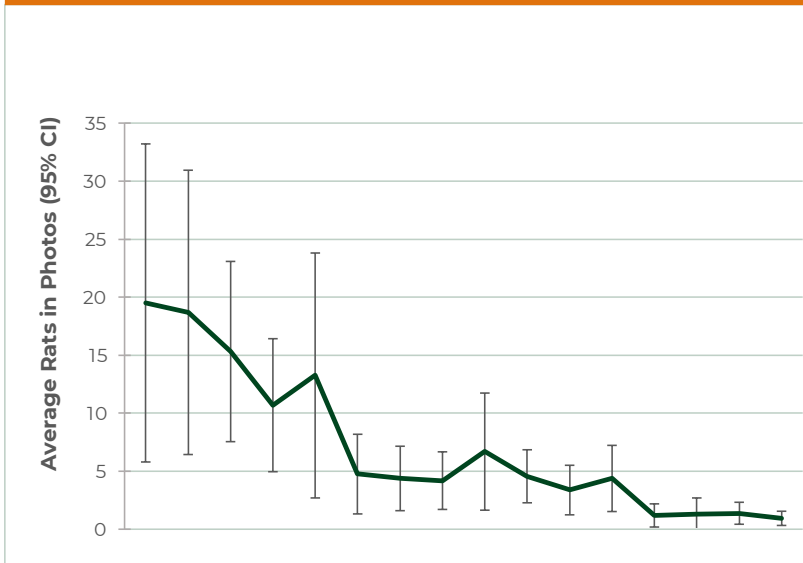
## INFRASTRUCTURE DAMAGE

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

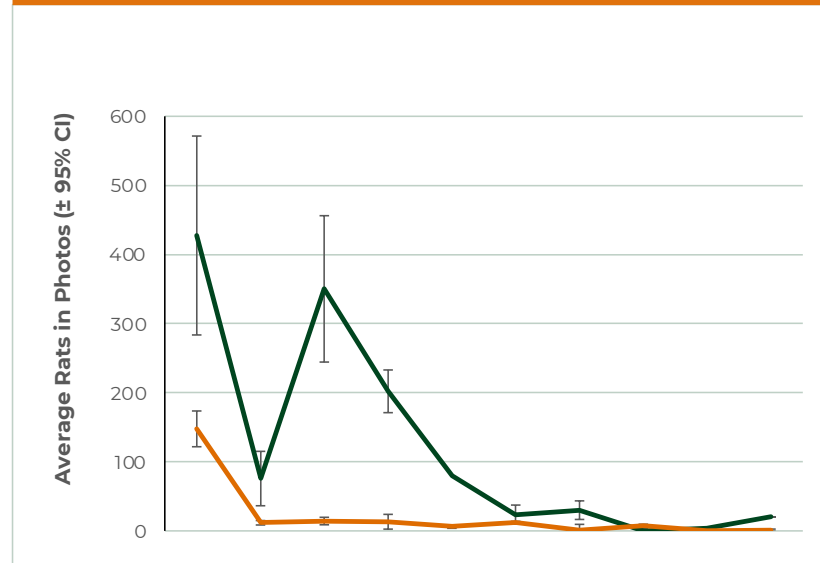
# Proven Population Control

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

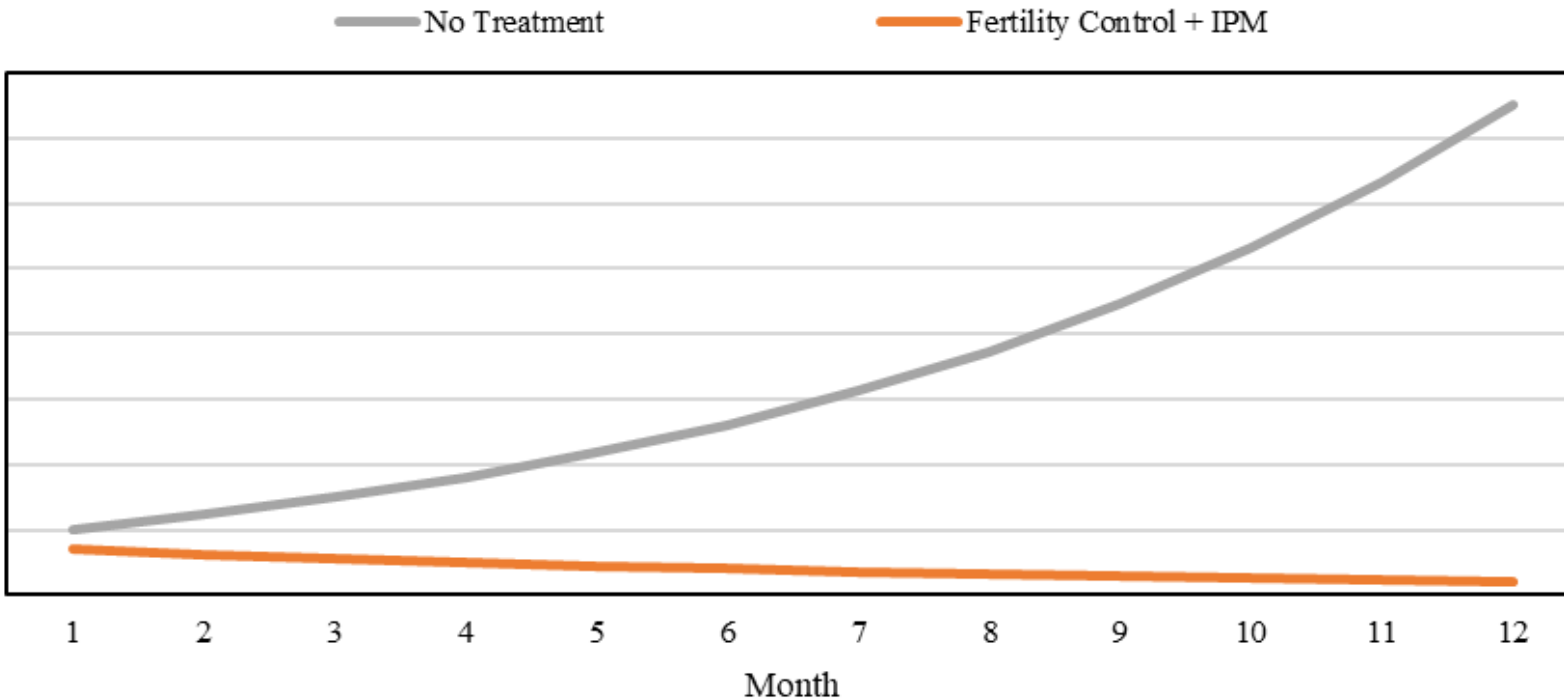
Agricultural Setting



Urban Setting



## Projected Population Growth with and without Evolve™



Projected growth model. Population growth is reduced by over 90% when integrated into IPM program. Source: University AZ Study Data.



# Rodent Control Innovation



## ContraPest Ultimate

Our original product, the Ultimate Bait System uses a large liquid tank and tray and is perfect for large infestations.



## ContraPest Elevate

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



## ContraPest 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 Soft Bait

Launched in 2024. 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



## 1 YEAR + SHELF LIFE

Excellent Distribution and Retail Product.



## EASY TO DEPLOY

Similar deployment to other baits plus option to broadcast or use outside a bait station.



## EPA MINIMUM RISK DESIGNATION



## ECONOMICAL.

Initial price point competitive with other baits and cost effective over longer term.

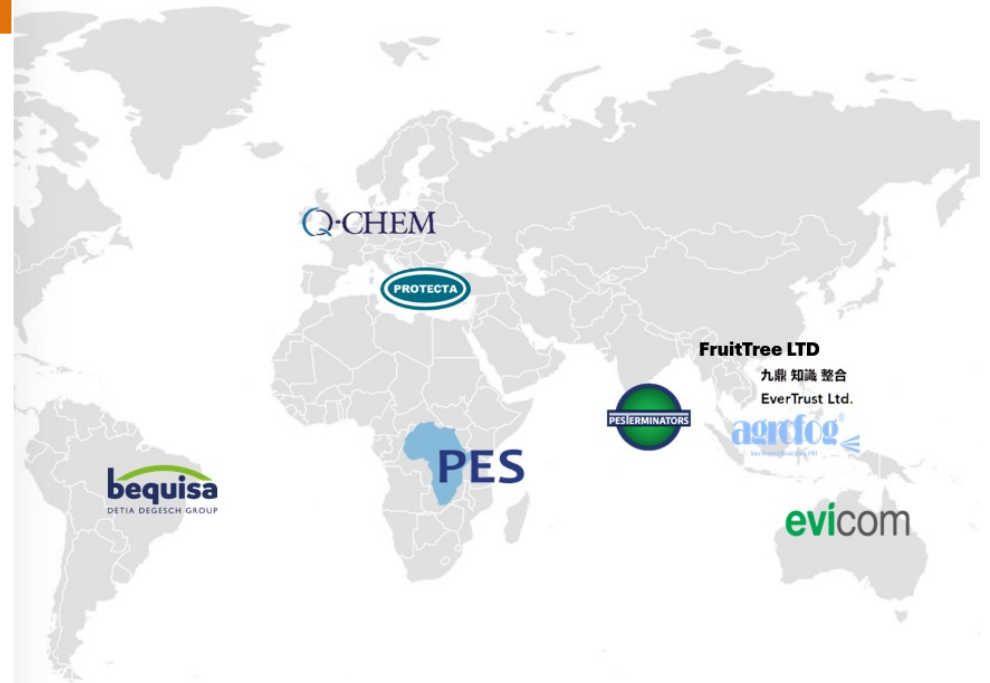


# Evolve Driving Expanded Distribution

## Domestic Distribution Partners



*Empowering You to Grow Your Business™*



## DISTRIBUTION CHANNELS



## TARGET MARKETS



# Recent News and Successes

## Recent Industry Tailwinds

**The  
New York  
Times**

*The Next Frontier in New York's War  
on Rats: Birth Control*

**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**

**Farminguk**

Rats love climate change

Warmer winters allow rats to breed into the previously too-cold months.

'Increasingly widespread resistance' in rats and mice to  
rodenticides

## Recent Successes

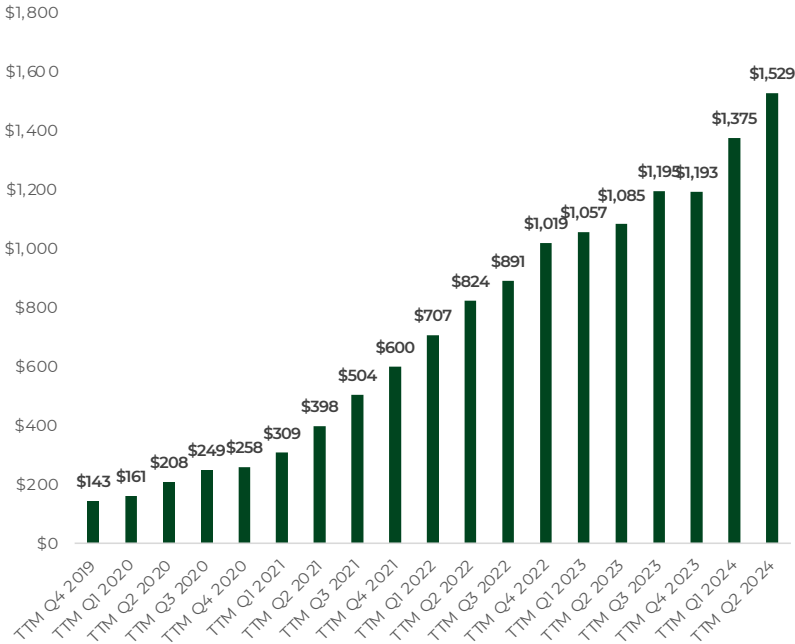
- 1 [SenesTech's Evolve™ Fertility Control Solution for Rats To Be Deployed in the U.S. Virgin Islands](#)
- 2 [SenesTech Launches Evolve™ Fertility Control Solution for Rats on Amazon, the World's Largest Online Retailer](#)
- 3 [SenesTech Launches Evolve™ Mouse](#)
- 4 [SenesTech Signs Wilco Distributing for Evolve™ and ContraPest® Distribution in Agriculture](#)
- 5 [SenesTech Announces Exclusive Distribution Agreement for Evolve™ Soft Bait in The Netherlands](#)
- 6 [SenesTech Announces Exclusive Distribution Agreement for Evolve™ Soft Bait in Australia and New Zealand](#)
- 7 [SenesTech Announces Exclusive Distribution Agreement and Initial Order for Evolve™ Soft Bait in Singapore](#)
- 8 [SenesTech Signs Poppe Enterprises for Evolve™ Distribution in Grain Management Market](#)

# Income Statement

## Income Statement Highlights

	2021	2022	2023	Q2 2024
Revenue	\$600 K	\$1.0 M	\$1.2 M	\$459 K
Gross profit margins	42%	46%	45%	54%
Operating expenses	\$9.2 M	\$10.1 M	\$8.3 M	\$1.9 M
Net loss	\$(8.3) M	\$(9.7) M	\$(7.7) M	\$(1.6) M
Adjusted EBITDA loss (Non-GAAP)	\$(7.8) M	\$(8.5) M	\$(6.9) M	\$(1.4) M

## TTM Revenue Growth



# Balance Sheet

(in Millions)	6/30/2024
Cash, cash equivalents, and highly liquid investments	\$4.0
<b>Assets</b>	\$4.0
<b>Liabilities</b>	\$0.9
<b>Common equity</b>	\$3.1
<b>Shares outstanding</b>	1.0
<b>Warrants outstanding</b>	1.2

Pro forma for reverse split and  
warrant inducement



# Thank You

SENESTECH, INC.  
NASDAQ: SNES

## SENESTECH

[WWW.SENESTECH.COM](http://WWW.SENESTECH.COM)

**Evolve™**  
**Pro-Active Rodent Control**

REDUCES REPRODUCTION TO KNOCK DOWN RAT INFESTATIONS — AND KEEP THEM DOWN

**EVOLVE™**  
MOUSE

A SOFT BAIT TO REDUCE FERTILITY IN MICE

A contraceptive that targets your mouse population by restricting fertility.

- Population control through non-lethal methods
- Pro-active solution
- Ready-to-use
- Indoor & Outdoor applications
- Residential-Commercial-Agricultural uses

Active Ingredients:  
Selenazole Oxide 0.3%  
Other Ingredients 99.7%  
Total 100.0%

100g of bait of chicken

**CAUTION**

Net Content: 16.8 oz (476g)  
Contains 25 baits

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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



**Alice Myton**  
Vice President &  
Controller



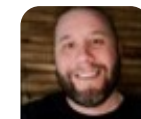
**Courtney Ray**  
Technical Product  
Director



**Lisa Cornelius**  
Business Process  
Specialist



**Dean Heyl**  
Director of  
Manufacturing



**Victor Wilcox**  
Western Region Sales  
Director



**Rochelle Paulet**  
Director of Marketing