



NASDAQ: SNES

September 2020

INVESTOR PRESENTATION

# 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:
  - Successful Washington DC deployment
  - Successful San Francisco Recreation and Parks Department deployment
  - Launched new E-Commerce Platform
  - Completion of long-term projects to obtain compelling real-world data



# 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

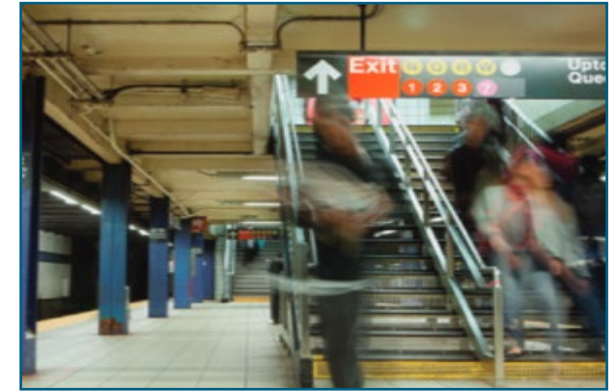
SenesTech is initially targeting the \$1 billion rodenticide market<sup>1</sup>



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.<sup>2</sup>



Rats damage public and private infrastructure, **causing over \$27 billion of losses annually** in the U.S.<sup>3</sup>

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

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

<sup>3</sup> 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](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 in Newburyport. But the puppy was tragically found dead in the yard, and the family is now seeking to educate about rodenticides.

**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



### 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.

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



### Exterminators 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 close during the pandemic is a public health risk.



### Frisco Family Says Rat In Mailbox Led To Death



FRISCO, TX – JUL 28, 2020  
A family in Frisco, Texas, says a rat in their mailbox led to the death of their dog. They said they found the dog decaying under the mailbox.



### 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.



### 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.

# 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

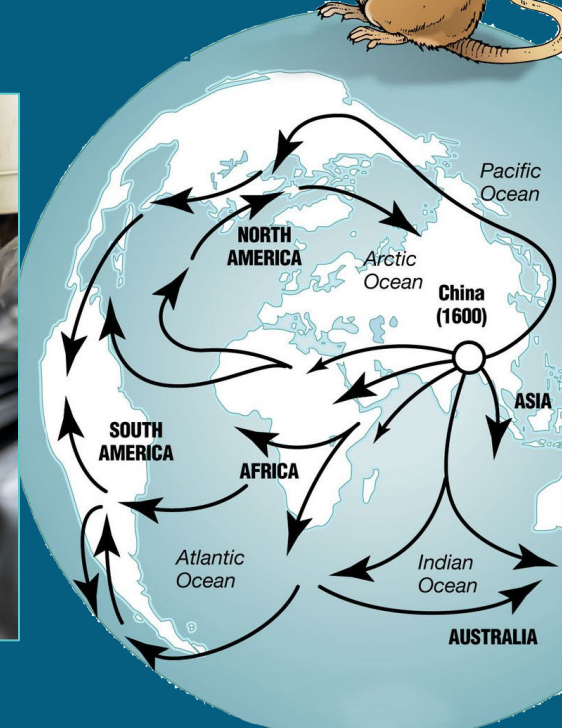
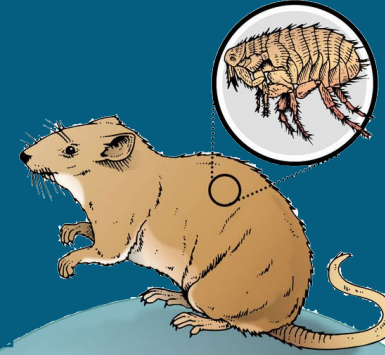
**“Understanding rodent physiology can help us to understand rodent behavior and how they interact with their environment.”**

-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

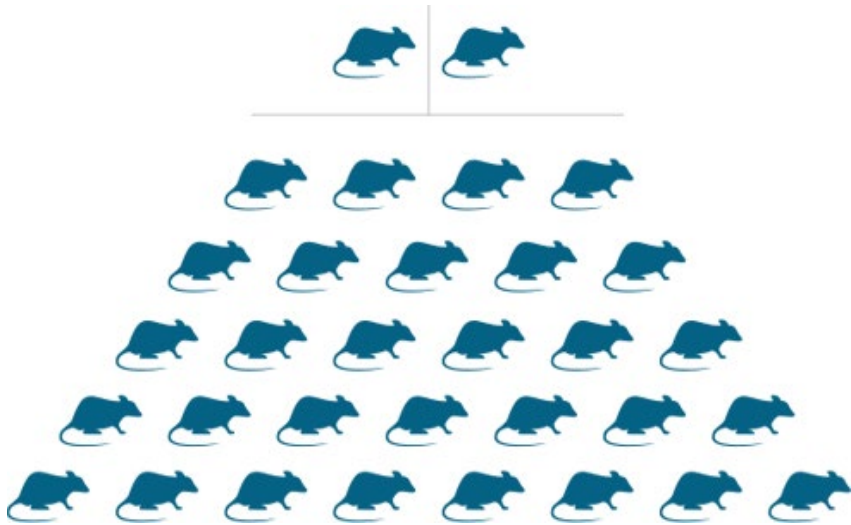


# Current Treatment Problems

## Why do current solutions fail?

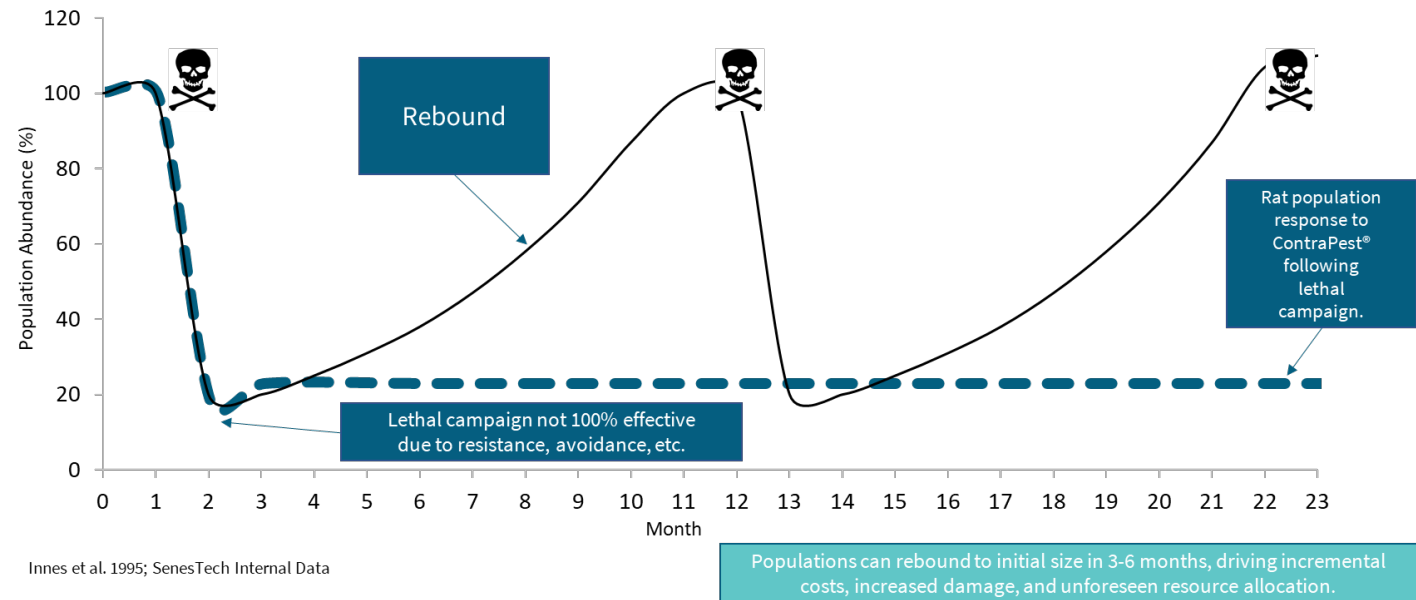
### Exceptional Reproductive Rate

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.



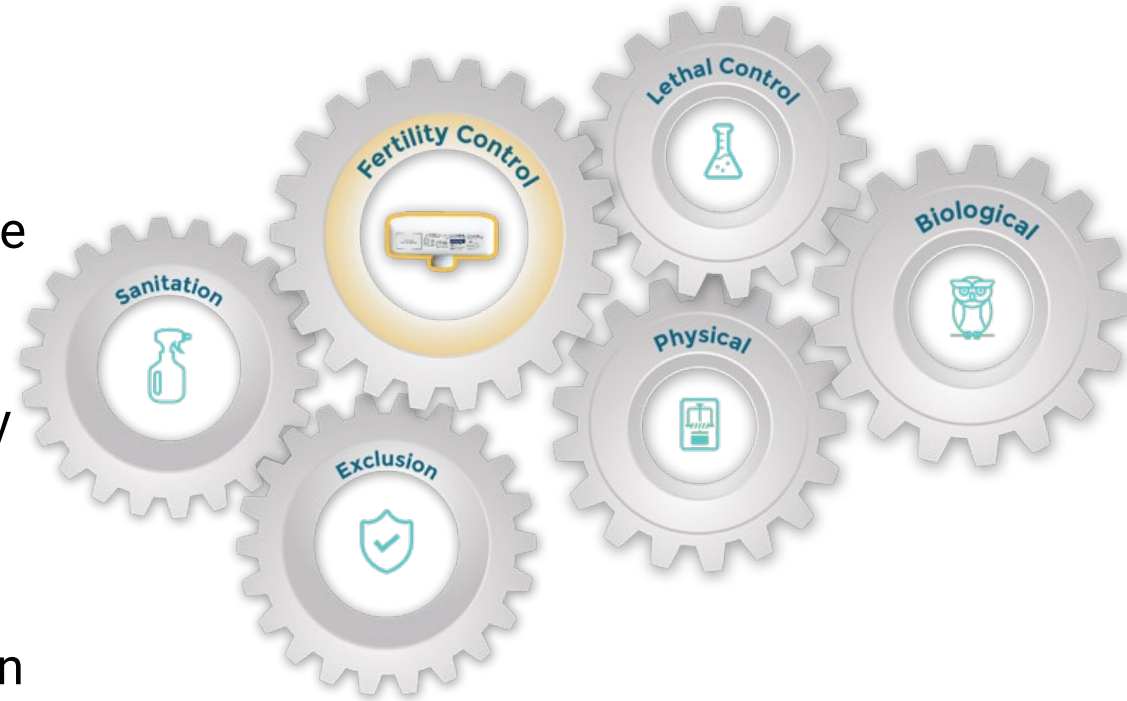
*Traditional industry reaction is to develop newer and more toxic rodenticides*



# 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

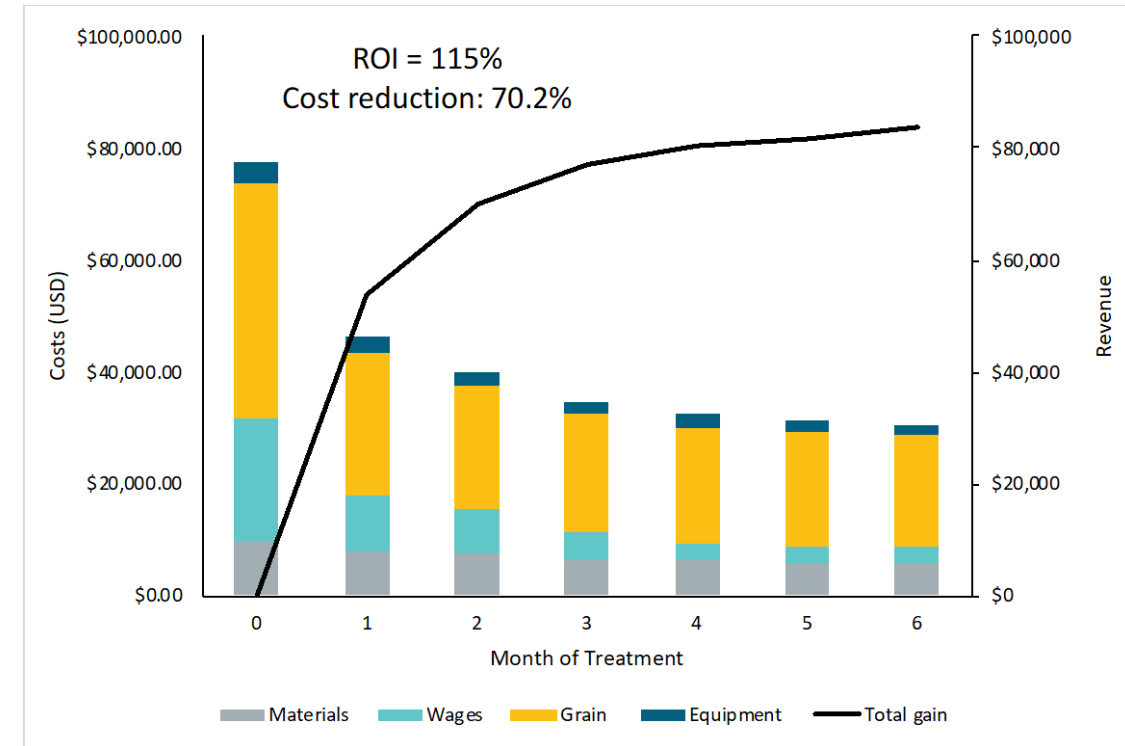
80/20

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

# Case Study: Poultry Industry

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

- Poultry customer originally deployed only rodenticides and saw high levels of grain consumption, a continued increase in equipment damage, and increased overhead due to labor and maintenance of damaged equipment.
- Customer added ContraPest to their IPM program and experienced a nearly 50% improvement in total expenditure/input savings within the first month, with a total cost improvements of 70% after 6 months.
- Customer was able to realize an increase in profit by approximately \$80,000 after 6 months.



- ✓ Decrease in grain loss
- ✓ Decrease in equipment damage
- ✓ Decrease in manhours and labor

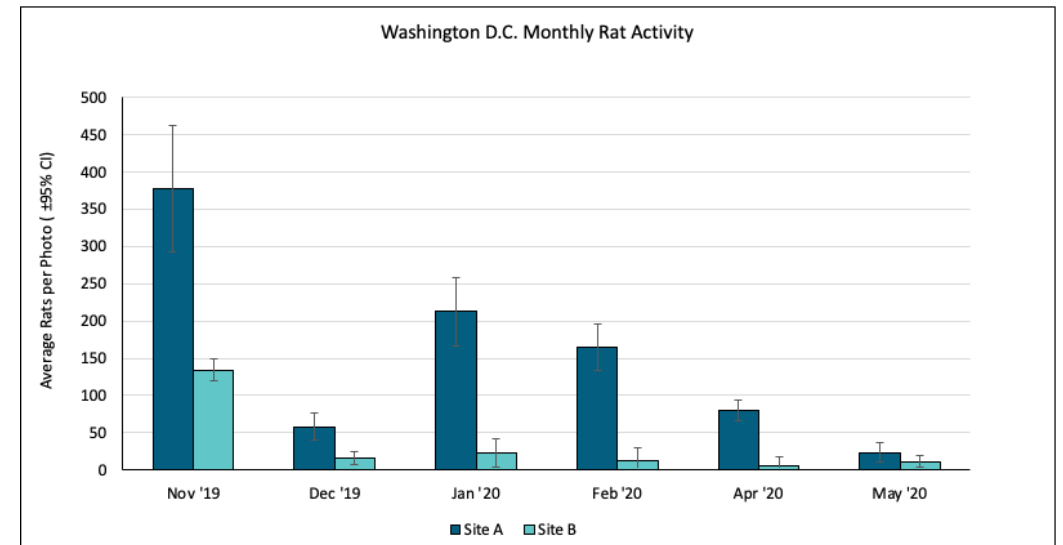
**Industries can focus on what matters most...their business!**



# Case Study: Urban Setting (Washington D. C.)

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

- Program in Washington, D.C. demonstrated reductions of between 50 and 87% in rat populations with those reductions being sustained over time.
- Ratio of juveniles to adults also reduced.
- D.C. will be deploying ContraPest on a widespread basis as their budget permits.



# Initial Commercial Markets

Targeting key market sectors, creating end user demand



# Recent Commercial Progress and Initiatives

## A revamped commercialization process lead by new CEO Ken Siegel is beginning to gain traction

- **Obtain The Data:** Launched several long-term projects that effectively demonstrate the efficacy of ContraPest in real world applications. Washington DC, San Francisco and Poultry projects **demonstrated reductions of between 50 and 87% in rat populations** with those reductions continuing to being sustained over time.
  - **Washington DC:** Will be rapidly scaling deployment of the Company's ContraPest product. The decision follows a multi-month pilot program in which ContraPest showed efficacy in reducing rat populations in conjunction with an integrated pest management program deployed by DC Health.
  - **San Francisco:** Achieved success by adding ContraPest® to their Integrated Pest Management (IPM) programs in 2019 and expanded use in 2020. Added to Reduced Risk Pesticide List in September.
- **Management Strategy:** Stopped alienating our potential PMP customers and other major players in the industry and have been strongly emphasizing the important role that ContraPest can play as part of an IPM solution.
- **Launched e-Commerce Platform:** Showing significant month to month growth and strengthened pricing discipline around our product. We have added over 200 new accounts to our database since March.
- **Refocused Our Sales And Marketing Efforts:** Implemented three core strategies to meet revenue targets: Acquire, Retain and Grow. YTD July 2020 account growth of 208 vs 63 in all of 2019, while 14% of customers in July are now on a subscription program
- **California AB1788:** Has been signed and will go into effect January 2021.



# AB1788 Opportunity in California

The California Ecosystems Protection Act of 2020 (the Bill) will prohibit 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 will become 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

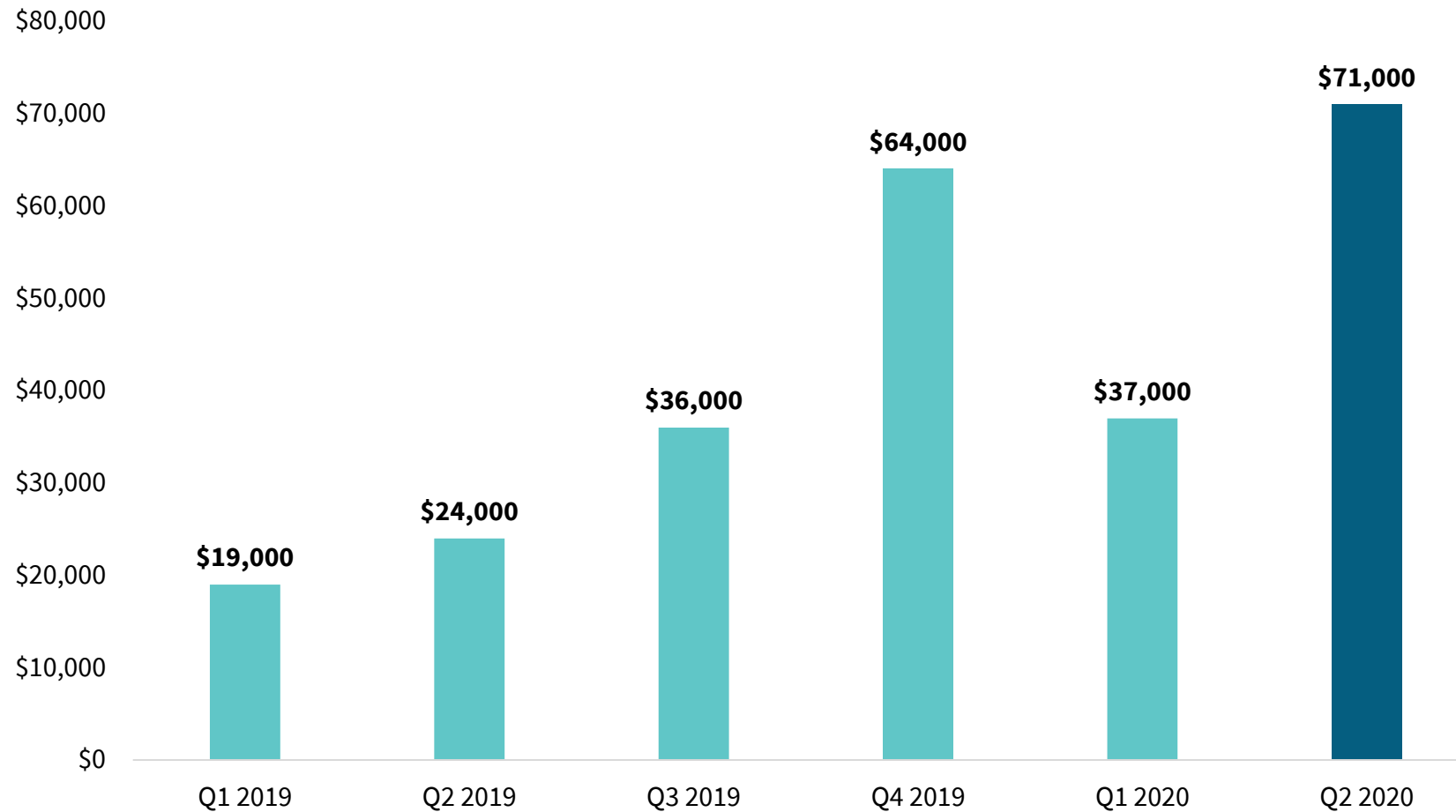




FINANCIALS



# Revenue by Quarter



# Income Statement

(\$ in Millions, except per share data)	YTD 6 Months 6/30/20	2019
Revenue	\$0.108	\$0.14
Operating Expenses	4.0	10.3
Net loss	(3.9)	(10.0)
Net loss per share	\$(1.99)	\$(7.69)
Adjusted EBITDA Loss (Non-GAAP)	\$(3.6)	\$(8.2)

# Balance Sheet

(\$ in Millions)	6/30/2020	12/31/2019
Cash, cash equivalents and highly liquid investments	\$4.7	\$1.9
Assets	\$7.3	\$5.0
Liabilities	\$2.4	\$2.4
Common Equity	\$4.9	\$2.6
Shares Outstanding	3.4	1.4
Warrants Outstanding	2.5	0.5

# 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:** Reduced operating expenses by more than \$200,000 monthly
- **And an Improved Balance Sheet:** \$4.7 million in cash at June 30, 2020





# Thank You



SenesTech

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APPENDIX

# Management



**Kenneth Siegel**  
Chief Executive Officer,  
Director



**Tom Chesterman**  
Chief Financial Officer



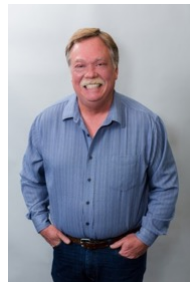
**Kim Wolin**  
Executive Vice President,  
Operations



**Steve Krause**  
Executive Vice President,  
Sales and Marketing



**Charmonte Watkins**  
Director of  
Regulatory Affairs



**Bill Baker**  
Vice President,  
Finance



**Paul M. Palz**  
Vice President,  
Corporate Controller



**Brandy Pyzyna**  
Vice President,  
Research and  
Regulatory



**Nick Murphy**  
Vice President,  
Manufacturing



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Chair and Director



**Delphine Francois Chiavarini**  
Director



**Matthew Szot**  
Director, Chair of the  
Audit Committee



**Kenneth Siegel**  
CEO and Director



**Marc Dumont**  
Director



**Julia Williams, M.D.**  
Director