



Global Leaders in Cannabinoid-Based  
Drug Discovery and Development

**Bob Bechard Executive Vice-President  
Corporate Development & Licensing**

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# COMPANY PRESENTATION

## JULY 2018

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# Forward Looking Statements

*Some statements in this release may contain forward-looking information. All statements, other than of historical fact, that address activities, events or developments that the Company believes, expects or anticipates will or may occur in the future (including, without limitation, statements regarding potential acquisitions and financings) are forward-looking statements. Forward-looking statements are generally identifiable by use of the words "may", "will", "should", "continue", "expect", "anticipate", "estimate", "believe", "intend", "plan" or "project" or the negative of these words or other variations on these words or comparable terminology.*

*Forward-looking statements are subject to a number of risks and uncertainties, many of which are beyond the Company's ability to control or predict, that may cause the actual results of the Company to differ materially from those discussed in the forward-looking statements. Factors that could cause actual results or events to differ materially from current expectations include, among other things, without limitation, the inability of the Company, through its wholly-owned subsidiary, GrowPros MMP Inc., to obtain a license for the production of medical marijuana; failure to obtain sufficient financing to execute the Company's business plan; competition; regulation and anticipated and unanticipated costs and delays, the success of the Company's research strategies, the applicability of the discoveries made therein, the successful and timely completion and uncertainties related to the regulatory process, the timing of clinical trials, the timing and outcomes of regulatory or intellectual property decisions and other risks disclosed in the Company's public disclosure record on file with the relevant securities regulatory authorities.*

*Although the Company has attempted to identify important factors that could cause actual results or events to differ materially from those described in forward-looking statements, there may be other factors that cause results or events not to be as anticipated, estimated or intended. Readers should not place undue reliance on forward-looking statements. The forward-looking statements included in this news release are made as of the date of this news release and the Company does not undertake an obligation to publicly update such forward-looking statements to reflect new information, subsequent events or otherwise unless required by applicable securities legislation.*

# ***Tetra Bio-Pharma is focused on becoming the Bio-Pharmaceutical Leader in Cannabinoid-based Drug Development***

# Highlights

Conducting Health Canada approved Phase 3 clinical study for cannabis prescription drug (PPP001) in advanced cancer pain; Health Canada and FDA filings expected late 2018/early 2019

Recently closed bought-deal financing of \$11.5MM & a PP of \$4.6MM CAD

Robust pipeline (5 products) using multiple delivery forms on a range of medical indications

Targeting large, high growth markets in oncology /pain – potential for opioid replacement

Experienced management team and expertise in cannabinoid clinical/regulatory pathways

Partnership with Aphria (10MM shareholder) for API supply

# Management Team

## **Guy Chamberland** Interim CEO & CSO

- *Holds a M.Sc. and Ph.D. degrees, is a Master Herbalist*
- *Served as VP of Clinical & Regulatory Affairs at Victhom Laboratory*
- *Previous VP of Regulatory Affairs & Clinical Development at Angiogene Inc*
- *Worked for CATO Research Ltd and MDS Pharma Services specializing in regulatory affairs in areas of drugs, biologics, medical devices, combination products and botanicals*

## **Bernard Lessard** CFO

- *Considerable experience as c-suite executive in life sciences sector in start-ups*
- *Involved with numerous financings, venture capital funds & M&A transactions*
- *Experienced CFO in risk management & governance*
- *Strong political connections to Quebec Government*
- *Holds a MBA, CPA, CMA*

## **Bob Bechard** EVP, Corp Dev & BD

- *12-year term at RBC as a senior venture capitalist, he made numerous investments, sat on the boards of more than 25 life science companies and was actively involved in the negotiation of numerous strategic alliances, partnerships, and outright sales to both pharmaceutical and biotech companies*

## **Richard Giguere** EVP, Commercial

- *Over 20 years' experience in sales and marketing in the pharmaceutical industry from coast to coast for various pharmaceutical companies in sectors such as generics, branded products and medical devices*
- *Launched several new products (OTC, natural products and original medications) on the Canadian market*

## **Denis Courchesne** VP, Sales

- *25 years' sales and management experience in the retail environment working for various companies such as Evian Spring Water (Danone) and Pfizer*
- *Last 15 years, he has been working in both the pharmacy and health food channels where he successfully held positions in Quebec as National Sales Manager*

# TETRA BIO-PHARMA

**TETRA BIO-  
PHARMA**

Pharmaceutical research  
& development of  
cannabinoid-based drugs

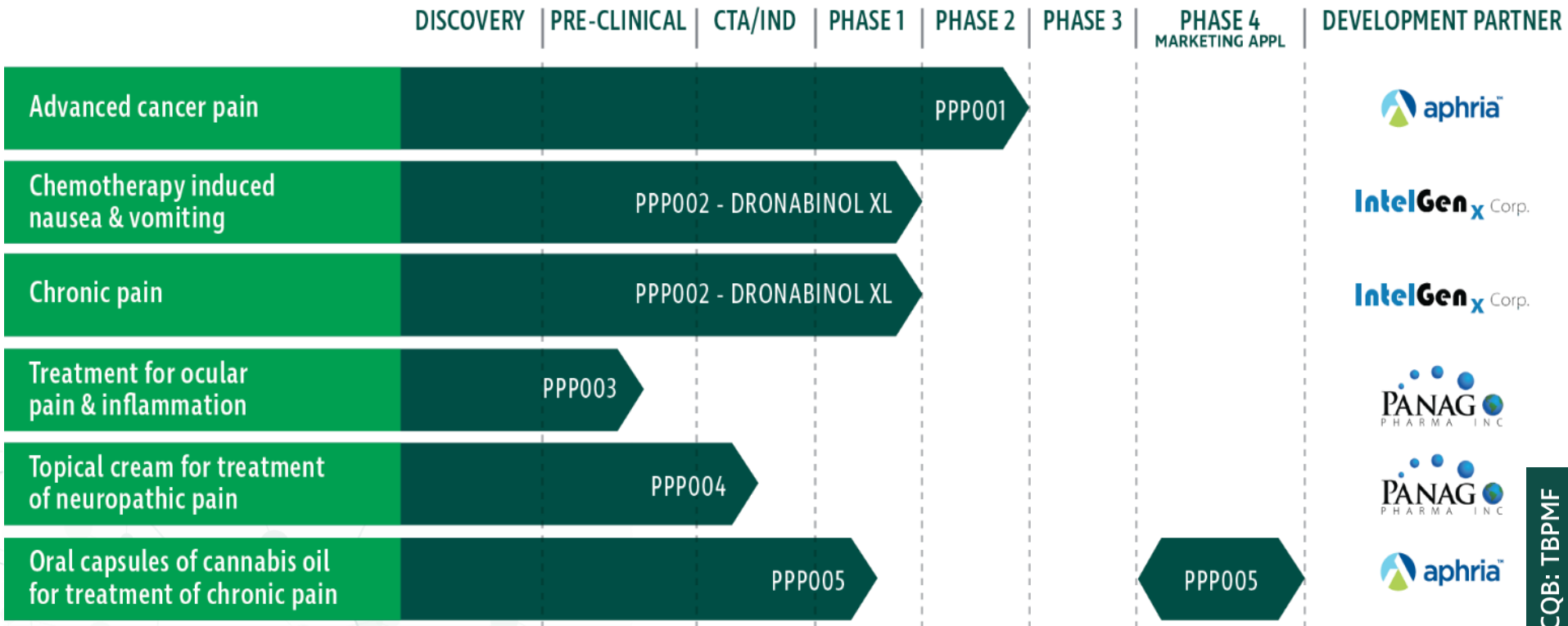
**TETRA NATURAL  
HEALTH**

Commercialization of  
cannabinoid-based  
natural health products

**Tetra Veterinary  
Health**

Commercialization of  
cannabinoid-based  
products for the  
veterinary market

# Product Pipeline





# PPP001

- First Prescription Smokable Cannabis (DIN) for advanced cancer pain (terminal cancer)
- Phase III clinical trial started in April 2018
- Anticipated filing of New Drug Application (NDA) in Q1/19
- Around 700K cancer deaths per year in North American
- Commencing PH II trial against Fentanyl in breakthrough pain



*Dosed dried cannabis product*



*Class I Medical device*



# Differences Between PPP001 & Medicinal Cannabis

## PPP001

DIN with full data package

Consistent dosing

Doctors will prescribe

Easy to administer

Insurance coverage

## Medicinal Cannabis

No DIN no data package

No Consistent dosing

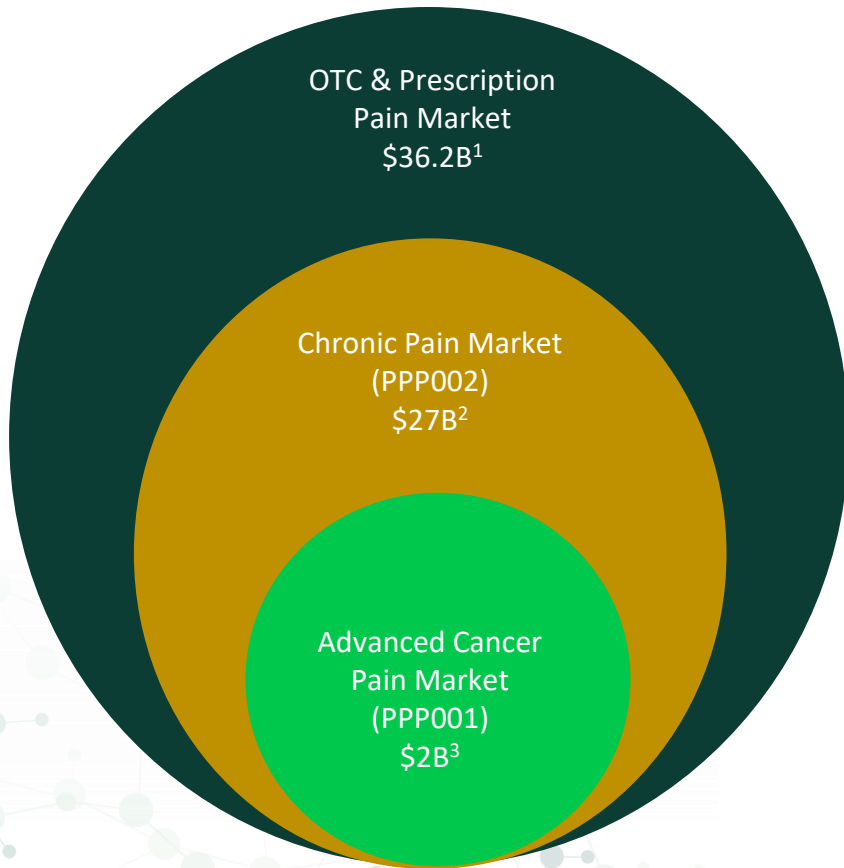
Dr.'s discouraged to prescribe

Longer prep time

No insurance coverage

- Dronabinol XL buccal tablet for chemotherapy-induced nausea/vomiting (CINV) and chronic pain
- Advantage over approved synthetic THC: Sustained THC release reduces side effects
- Phase I completed: Absorption and safety significantly superior
- Next Steps: Phase II – Q3/18; Phase III – Q1/19
- CINV affects ~3M cancer patients undergoing treatment in North America

# Market Opportunity



## Prescriptions for Pain

- 100 million Americans live with chronic pain – more than cancer, diabetes and heart disease combined<sup>4</sup>
- Global Cancer Pain Therapeutics Market expected to grow at a CAGR of 9.08% during the period 2016-2020<sup>5</sup>
- Approximately 20% of prescriptions are off-label<sup>6</sup> (use of an approved drug by prescribing it for a different indication, dosage, or delivery form)
- As of 2017, the FDA under the leadership of Scott Gottlieb is considering allowing direct-to-consumer advertising to promote off-label drug use

# PPP003 and PPP004

## PPP003

- THC:CBD containing eye drops to treat ophthalmic conditions
- Pre-clinical proof of concept studies completed
- Non-clinical safety testing phase
- First target indication: corneal pain and inflammation
- Next Steps: CTA filing of Phase I trial – Q3/18
- \$3 billion potential market; including post-op inflammation and allergic conjunctivitis

## PPP004

- THC:CBD 1:1 topical cream to treat general neuropathic pain
- Pre-clinical studies underway
- Next Steps: CTA filing of Phase I trial – Q3/18
- \$2.9 billion potential market (IMS 2014; USA); over the counter sales of topical analgesics

# Upcoming Value-Adding Milestones

- Commence 001 trial separate indication Q3 2018
- File for PPP002 Clinical Trial Q3 2018
- File for PPP003 & PPP004 Clinical Trial Q3 2018
- **Results from PPP001 Ph III Clinical Trial Q4 2018**
- **Results from PK Study PPP002 Q4 2018**
- **Results from PPP001 Fentanyl study Q4 2018**
- Continued Out-licensing of products Q3-Q4 2018
- Complete Trial for PPP005 Q4 2018
- File 002 505b II for CINV Q4 2018
- Launch of Natural Health Products Line Q4 2018
- File NDA Canada & USA PPP001 Q1 2019

# Revenue Model

- Sales from ACMPR in collaboration with partner Aphria:
  - Dried-cannabis product Rx Princeps (Inhalation device)
  - THC & CBD oil extracts products Rx Orellium
- Seeking co-development and out-licensing partners for Rx products
  - Upfronts, Milestones and Royalties
- Retail sales of cannabinoid-based OTC (self-care) products
- Sales of veterinary health products

# Tetra at a Glance

TSX-V (TBP)	CAD\$0.70
OTCQB (TBPMF)	USD\$0.54
Market Capitalization	CAD\$95.7MM
Shares Issued	118.8MM
Shares Fully Diluted	136.7MM
Insider ownership	9.4%
Cash/Equivalent	CAD\$11.8M
G&A Burn Rate/Month	CAD\$120K



## Comparables



GW Pharmaceuticals

\$4.2B

Ph III



Zynerba Pharma

\$220M

Ph II



InMed Pharma

\$146M

Pre-Clinical



Insys Therapeutics

\$832M

Approved



Cara Therapeutics

\$731M

Ph III



Kalytera

\$33M

Ph II

**Tetra Bio-Pharma**

**\$95.7MM**

**Ph**



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OTCQB: TBPME

TSX-V: TBP

**Guy Chamberland, interim CEO & CSO**

[guy@tetrabiopharma.com](mailto:guy@tetrabiopharma.com)

514-360-8040 ext. 206

**Bernard Lessard, CFO**

[bernard.lessard@tetrabiopharma.com](mailto:bernard.lessard@tetrabiopharma.com)

514-360-8040 ext. 207

**Robert (Bob) Bechard**

[bob@tetrabiopharma.com](mailto:bob@tetrabiopharma.com)

514-817-2514



# TETRA

## BIO-PHARMA



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OTCQB: TBPMF

TSX-V: TBP

