

Benchmark
Holdings plc

PRELIMINARY RESULTS
FOR THE YEAR ENDING
30 SEPTEMBER 2015

Malcolm Pye – CEO
Roland Bonney – COO
Mark Plampin – CFO



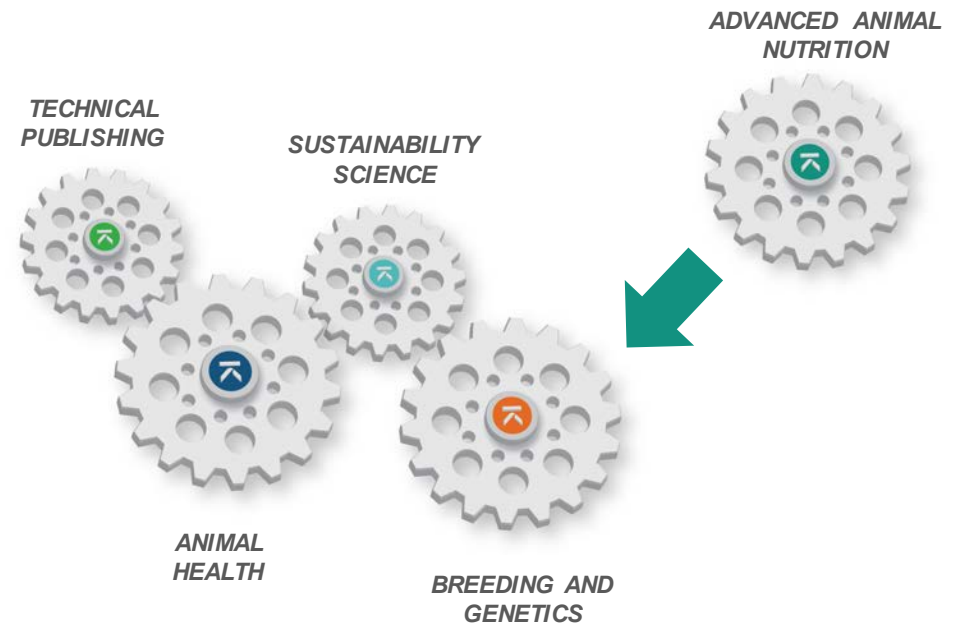
OVERVIEW OF BENCHMARK

Founded in 2000 with the vision to create an international business to promote:

- sustainability of the food chain
- animal health and welfare
- robust animal genetics and breeding
- up-skilling of the food chain industry
- advanced animal nutrition

by building...

- a world-class team of approximately 826 people in 27 countries*
- next-generation research facilities & state-of-the-art production capacity



**as at 30 December 2015*



UPDATE ON RECENT ACQUISITION



- › **Creation of a new division within the Benchmark Group** - Advanced Animal Nutrition – completing the remaining cog of the Benchmark technology "gear box" to aquaculture
- › **INVE is highly profitable with strong revenue and cash generation**
 - › Sales £54.1m; £14.1m Profit after Tax (2014)¹
 - › Historic ROCE 46% and free cash generation c. 80%
- › **Compelling strategic and geographic fit with multiple synergies, cross selling and new product opportunities for the enlarged group**
 - › Cross selling revenue generation
 - › R&D and trials
 - › Demand pull
 - › Technology sharing
 - › Combination products (nutrition and health)
- › **Highly experienced management team**
- › INVE management supported the Benchmark bid
- › Purchase price USD 342m. Enterprise value USD 330m
 - › 12.3x P/E 2015LTM² v's peer group median 27.5x³



Note 1. Based on IFRS converted financial statements included in the Admission Document dated [Dec 2015]

Note 2. Twelve months to 31 July 2015 based on IFRS converted financial statements included in the Admission Document date 0Dec 2015] and adjusted to add back share based payment expense that related solely to the disposal of the business and is therefore non-recurring.

Note 3. November 2015 LTM median average P/E ratio of comparable quoted animal nutrition peers



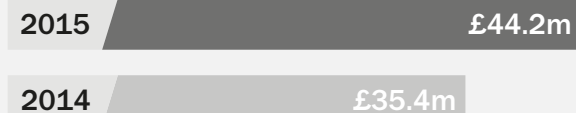
GROUP FINANCIAL HIGHLIGHTS

- › Group revenue increased by 25%
- › Successful integration of seven acquisitions
- › Further diversification delivered - Breeding & Genetics became the Group's largest revenue generator
- › Challenging trading conditions for Salmosan® / Byelice® in Chile (as reported at the half year) resulted in like for like sales (excl 2015 acquisitions) being down by 17%
- › Gross profit percentage fell to 36.4% (from 42% in 2014) due to the change in sales mix towards the acquired businesses

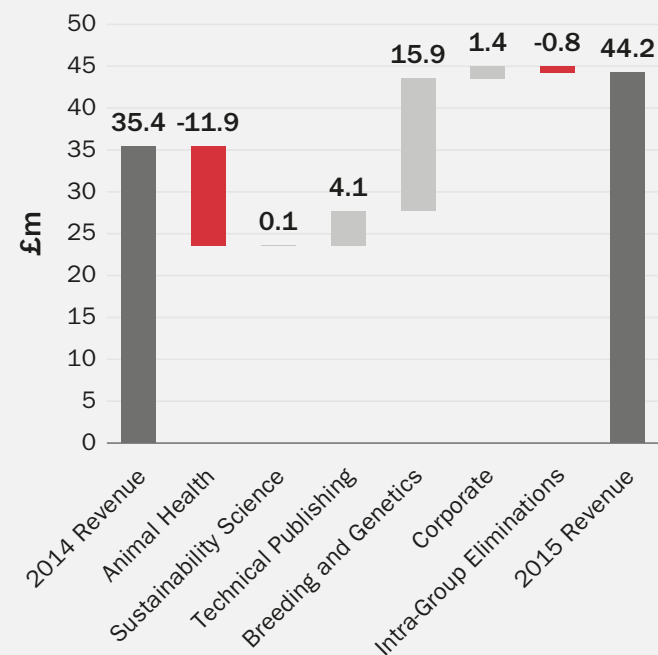
| £000 | 2015 | 2014 |
|---|-----------------|---------|
| Total revenue | 44,199 | 35,354 |
| EBITDA from Trading Activities | 2,423 | 6,623 |
| (Loss)/Profit before tax from Trading Activities | (1,289) | 5,031 |
| Total net costs on Investing Activities | (10,070) | (6,406) |
| Loss before tax | (11,359) | (1,375) |
| (Loss) / Earnings per share from Trading Activities (pence) | -1.13 | 3.29 |
| Basic loss per share (pence) | -5.96 | -1.04 |

Group Revenue

2015: £44.2m (+25%)



Group Revenue by Division





GROUP FINANCIAL HIGHLIGHTS

- › Operating costs increased:
 - › Operating costs of businesses acquired in the period c. £3m
 - › Completion of post IPO investment in the Benchmark team to deliver growth strategy:
 - › Full year impact of the post IPO headcount increase in 2014
 - › Increased travel related to business development and M&A activity
 - › Full year impact of plc costs
 - › Enhanced spend on strategic marketing and legal & professional advice to protect IP
- › Headcount grew by 81%:
 - › Acquired headcount growth 78% of total growth
 - › Like for like (excluding 2015 acquisitions) headcount growth of 10%

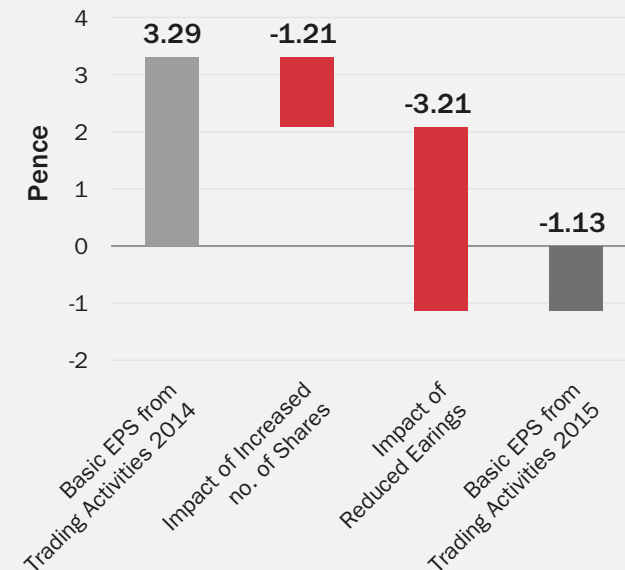
Headcount (Including Number of Graduates)
2015: 402 (+81%)



Group EBITDA from Trading Activities
2015: £2.4m (-63%)



Basic EPS from Trading Activities





GROUP FINANCIAL HIGHLIGHTS

- More than doubling in R&D spend:
 - Products in pipeline increased
 - Initial expansion of R&D team completed
 - £1.4m R&D investment of the businesses acquired in the period
 - Full year investment in HypoCat development
- Pre-operational expenses include:
 - Costs of setting up laboratory facilities in Norway, Thailand, Chile and Brasil
 - Net costs of FAI Aquaculture - first phases of new facilities built and commissioned

Products in Pipeline

2015: 61 (+30%)

2015 61

2014 47

Investment in R&D

(including acquired intangibles)

2015: £8.8m (+35%)

2015 £8.8m

2014 £6.5m

| PRE-POC | | | | PASSED POC | | | | DEVELOPMENT TRIALS | | | IN REGULATORY | | |
|------------------------------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------------|--------------------------------|-----------------------------------|--|--------------------------------|----------------------------------|
| BIOCIDES/ WATER CONDITIONERS | PAQ004 5m | | | SAQ004 2m | | | | SAQ001 3m | | | SAQ002 Pro-Biofilm Rapid 2.5m | | |
| AQUACULTURE VACCINES | VQ0006 15m | VQ0017 25m | VQ0024 8m | VQ0002 6m | VQ0005 2m | VQ0007 3m | VQ0008 3m | VQ0004 8m | VQ0019 Aerodigm HC 1m | VQ0020 2m | VQ0012 PyBiofilm IPM 5m | VQ0016 MacBridg IV 6m | |
| | VQ0025 8m | VQ0031 8m | VQ0032 10m | VQ0010 1m | VQ0011 3m | VQ0015 10m | VQ0029 25m | VQ0021 3m | VQ0022 8m | VQ0028 Marinease Flip 3m | | | |
| | VQ0033 4m | VQ0034 10m | VQ0035 6m | VQ0003 5m | | | | | | | | | |
| | VQ0036 8m | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| AQUACULTURE PARACITICIDES | PAQ016 10m | PAQ021 10m | PAQ022 20m | PAQ007 9m | PAQ017 6m | | | PAQ006 1m | PAQ009 1m | PAQ018 10m | PAQ008 Ectomax 25m | PAQ010 Kloralid 5m | PAQ014 Safonox USA 0.1m |
| | PAQ015 1m | PAQ024 8m | | | | | | | | | | | |
| TERRESTRIAL PRODUCTS | VT0006 6m | VT0008 2m | VT0003 5m | | | | | VT0007 2m | PAQ023 3m | | | | |
| OTHER PHARMA | VC0002 55m | | | | | | | PAQ003 4m | | VC0001 Hypocat 200m | NAQ001 Phylarivus 3m | | |
| ADDRESSABLE MARKET** £ | 217m | | | 74m | | | | 249m | | | 72m | | |

**Total addressable market figures for each product category are based on management estimates. Benchmark's total pipeline is 61 products including toll manufacturing products, with estimated addressable market of £646 million

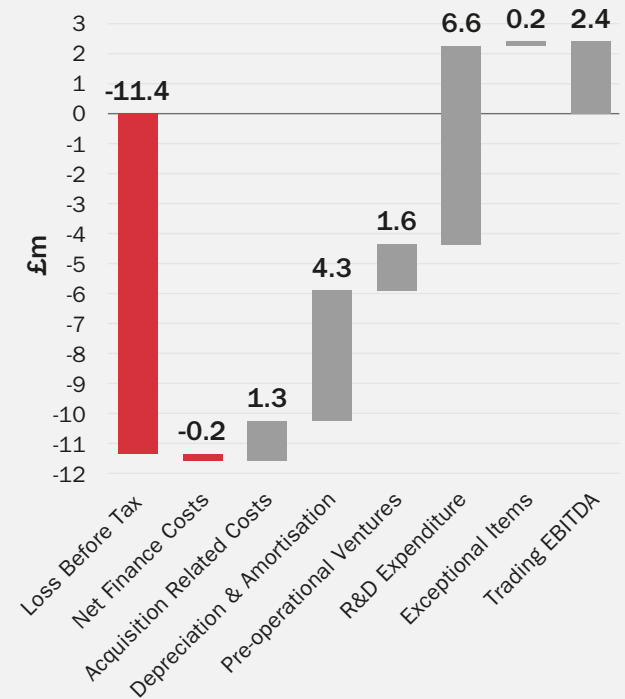




GROUP FINANCIAL HIGHLIGHTS

- › Acquisition related expenses:
 - › Seven acquisitions completed in the year - considerably larger scale than prior year
 - › Gross expensed acquisition related expenses were £2.8m
 - › SalmoBreed deal resulted in an exceptional forex gain of £1.6m
- › Exceptional non-recurring costs of £0.2m related to restructuring of the Sustainability Science division
- › Amortisation of £3.1m mainly arising from acquisitions of trading companies

Reconciliation of Group Loss before Tax to Group EBITDA from Trading Activities





GROUP FINANCIAL HIGHLIGHTS

- › Net assets increased substantially as a result of £68m (net) raised at the secondary fundraise in December 2014
- › Seven acquisitions completed with total consideration of £72m
- › Fixed asset additions c.£84m:
- › Intangibles c.£65m:
 - › £2m of acquired intangibles relating to R&D – acquisition of TomAlgae including its product Phylavive™
 - › £63m of other acquired intangibles and goodwill in respect of acquisitions during the year
- › Tangibles c.£19m:
 - › Benchmark Vaccines expansion phase 2
 - › FAI Aquaculture clinical trials facility phase 1, 2 & 3
 - › Investment in lab fit outs in Norway, Thailand, Chile and Brazil
 - › SalmoBreed investment in new breeding nucleus facility
 - › £6m of additions on acquisition

Net Assets

2015: £92.1m (+147%)

2015 £92.1m

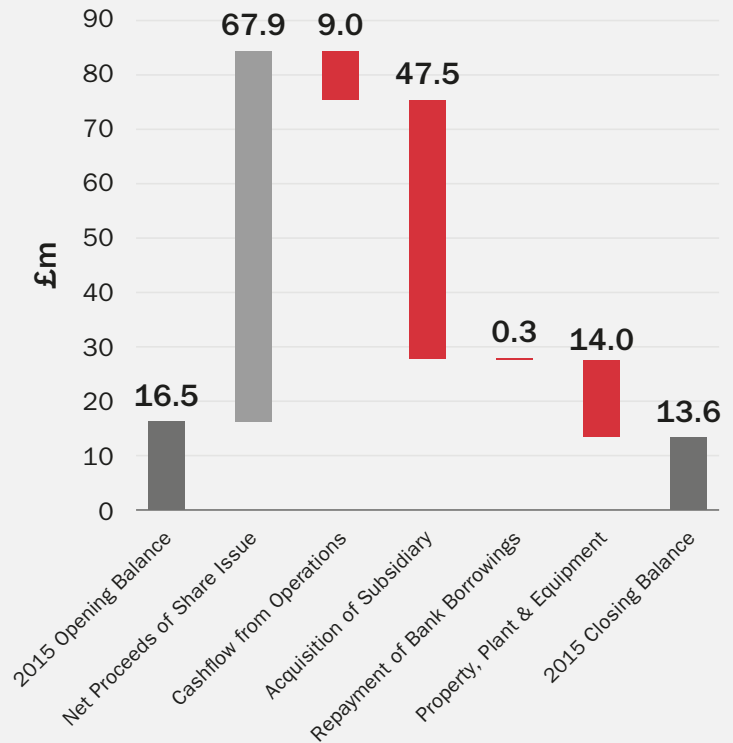
2014 £37.3m



GROUP FINANCIAL HIGHLIGHTS

- › Cash outflow from operations:
 - › Investment in R&D and establishing new labs
 - › Increased working capital requirements of enlarged group
- › Acquisitions reflect seven deals completed in the year
- › The Group had no borrowings at the year end

Group Cashflow 2015





OPERATIONAL HIGHLIGHTS

- › **Increasing product pipeline** – 61 products with an estimated market size of £646m
 - › HypoCat on target for commercial release in 2018
- › **Expanding production capacity** - £9m invested in Braintree Biotech Building – new antigen suite
- › **Increasing global outreach** - FVG began trading in Chile, with development of 12,000 square feet state-of-the-art laboratory underway
- › **First move into nutrition sector** – acquisition of TomAlgae – innovator and global leader in the freeze dried algal primary feed joined the Group in February 2015
- › **Growth in market** - PondDtox® has established a firm foothold in its market, with increased demand throughout the year





FINANCIAL HIGHLIGHTS

- › Lower revenue due to reduced Byelice/Salmosan sales in Chile
 - › strong launch year (2014 comparative) sales
 - › generic competition in 2015
- › Gross profit down due to reduced sales volumes
- › Some increased product discounts
- › Operating costs increased due to the expansion of Fish Vet Group's diagnostics services

Own Products Revenue 2015: £10.2m (-51%)

2015 £10.2m

2014 £20.8m

Manufacturing Revenue 2015: £3.5m (+6%)

2015 £3.5m

2014 £3.3m

Factored Products Revenue 2015: £3.6m (-37%)

2015 £3.6m

2014 £5.8m

Fish Vet Group Services Revenue 2015: £0.8m (+5%)

2015 £0.8m

2014 £0.7m

Animal Health Division Revenue

2015: £21.1m (-36%)

2015 £21.1m

2014 £33.0m

Animal Health Division EBITDA from Trading Activities

2015: £2.1m (-80%)

2015 £2.1m

2014 £10.5m

| | 2015 £000 | 2014 £000 |
|--|----------------|--------------|
| Revenue | 21,098 | 32,981 |
| Cost of Sales | (14,524) | (18,548) |
| Gross Profit | 6,574 | 14,433 |
| Operating costs relating to Trading Activities | (4,445) | (3,971) |
| EBITDA (from Trading Activities) | 2,129 | 10,462 |
| Operating costs relating to Investing Activities | (6,151) | (4,622) |
| Depreciation and amortisation | (1,904) | (916) |
| Operating profit | (5,926) | 4,924 |



OPERATIONAL HIGHLIGHTS

- › **Significant re-structure of the entire division commenced** - to better align the division's services with market
- › **Increasing R&D and trial facilities** – investment in phase II and III of the redevelopment of Ardtoe Marine Research facility has continued apace
- › **Growing demand for services** – contract with IKEA to inform a new direction for its \$1.5bn food business
- › **Supporting fast growing tilapia and shrimp industries** - establishing a tilapia hatchery at our farm in Sao Paolo State
- › **Developed pioneering cloud-based data service** - tailored supply chain management to facilitate traceability of consistently high-quality products
- › **Animal Health Centre** – efficacy testing products for our Animal Health division





FINANCIAL HIGHLIGHTS

- › Revenue in line with prior year
- › Reduction in EBITDA loss from Trading Activities
- › Operating costs relating to Investing Activities include:
 - › FAI Aquaculture classified as pre-operational during extensive redevelopment
 - › Restructuring of division in H2 resulted in one off costs

Sustainability Science Division Revenue

2015: £3.1m (+2.0%)

2015 £3.1m

2014 £3.1m

Sustainability Science Division EBITDA from Trading Activities

2015: (£0.5m) (-51%)

-£0.5m 2015

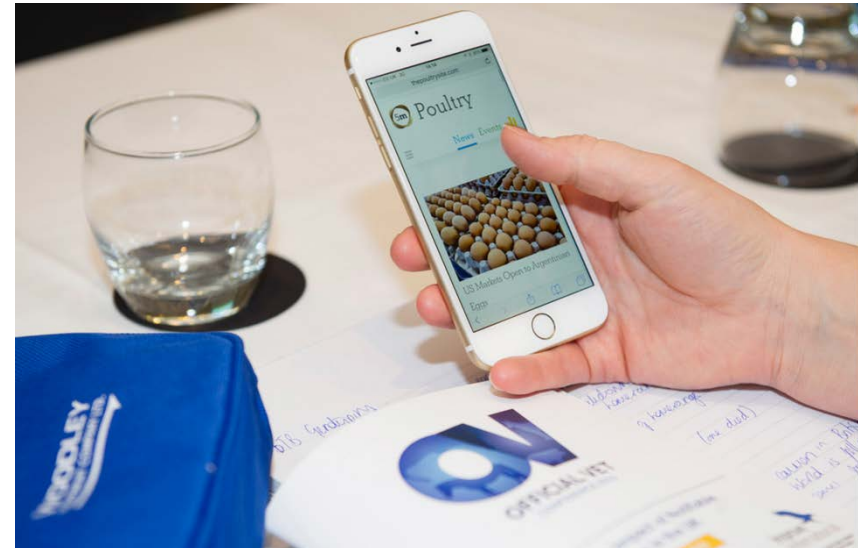
-£1.0m 2014

| | 2015 | 2014 |
|--|----------------|---------|
| | £000 | £000 |
| Revenue | 3,134 | 3,073 |
| Cost of Sales | (2,229) | (2,339) |
| Gross Profit | 905 | 734 |
| Other income | - | 101 |
| Operating costs relating to Trading Activities | (1,399) | (1,863) |
| EBITDA from Trading Activities | (494) | (1,028) |
| Operating costs relating to Investing Activities | (140) | (140) |
| Depreciation and amortisation | (505) | (271) |
| Operating loss | (1,139) | (1,439) |



OPERATIONAL HIGHLIGHTS

- › **14 new titles this year**
- › **Website growth in hit rate of 12%**
- › **New contracts** - appointed to deliver Defra official veterinary training
- › **Strategic acquisition** - Improve International, the largest provider of Continuing Professional Development (CPD) training for veterinary professionals across UK, Republic of Ireland, Scandinavia and mainland Europe. Ascomber, leading UK Aquaculture conference acquired in June 2015
- › **Diversified portfolio** - launched targeted conferences for industry professionals – Veterinary OP, Aquaculture UK and Cow Longevity Conference
- › **Growth in new markets** - distance learning Post-Graduate partnership with the University of St Andrew's - additional courses are in development in collaboration with academic partners in the UK, USA, Latin America and Asia Pacific regions.





FINANCIAL HIGHLIGHTS

- › Divisional performance transformed by acquisition of Improve International – revenue of c. £3.8m in the period
- › Strong gross margin performance
- › Restructuring of division completed

Technical Publishing Division Revenue

2015: £7.0m (+142%)

2015 £7.0m

2014 £2.9m

Technical Publishing Division EBITDA from Trading Activities

2015: £0.3m (+204%)

2015 £0.3m

-£0.3m 2014

| | 2015 | 2014 |
|--|--------------|---------|
| | £000 | £000 |
| Revenue | 6,967 | 2,873 |
| Cost of Sales | (4,677) | (2,438) |
| Gross Profit | 2,290 | 435 |
| Operating costs relating to Trading Activities | (2,006) | (707) |
| EBITDA from Trading Activities | 284 | (272) |
| Operating costs relating to Investing Activities | (18) | (52) |
| Depreciation and amortisation | (572) | (191) |
| Operating profit | (306) | (515) |



BREEDING AND GENETICS

OPERATIONAL HIGHLIGHTS

- › **World's second largest salmon egg producer**
- › **New product launch** - 'CrossBreed', eggs with hybrid vigour. Demand for CrossBreed has outstripped supply.
- › **Major breakthrough in genetic breeding** – for pancreas disease (PD) and sea lice resistance through Genomic Selection
- › **Strategic acquisitions** - Norway-based aquaculture genetics and research company Akvaforsk Genetics Center, and American-based Spring Genetics joined the Group
- › **Entered new markets** – fast-growing tilapia market - second largest farmed fish market
- › **Increasing capacity** – agreement of intent with Salten Stamfisk AS to build a new biosecure land-based production facility with 150m ova capacity





BREEDING AND GENETICS

FINANCIAL HIGHLIGHTS

- › Revenue growth achieved through the successful integration of SalmoBreed and StofnFiskur
- › Joint acquisition of Akvaforsk and Spring Genetics in July 2015
- › Operating costs related to Investing Activities:
 - › R&D £1.4m
 - › Net income from Acquisition related costs

Breeding and Genetics Division Revenue

2015: £15.9m

2015 £15.9m

2014

Breeding and Genetics Division

EBITDA from Trading Activities

2015: £4.6m

2015 £4.6m

2014

| | 2015 £000 |
|---|---------------|
| Revenue | 15,871 |
| Cost of Sales | (9,912) |
| Gross Profit | 5,959 |
| Operating costs relating to Trading Activities | (1,339) |
| EBITDA (from Trading Activities) | 4,620 |
| Operating income relating to Investing Activities | (234) |
| Depreciation and amortisation | (1,334) |
| Operating profit | 3,052 |



- › The market continues to grow strongly and Benchmark is even better positioned to take advantage of this growth
- › The Group, including the new Advanced Animal Nutrition division, have made an encouraging start to the year, except for the Breeding and Genetics division which has had a subdued start due to the temporary closure of the Chilean border to imports of salmon eggs from Iceland
 - › The Chilean National Fisheries and Aquaculture Service (Sernapesca) has announced that it expects to reopen the Chilean border by 25 February 2016.
- › HypoCat on track for commercial release in 2018
- › AFGC and Spring Genetics now integrated – planned expansion advancing and good progress made with new customers
- › The integration of INVE Aquaculture is well underway and proceeding as planned - expected to be earnings enhancing from the first full financial year of ownership



APPENDIX: GROUP FINANCIAL HIGHLIGHTS

Income Statement

| | 2015 | | | 2014 | | |
|----------------------------------|--------------------|----------------------|---------------|--------------------|----------------------|---------------|
| | Trading Activities | Investing Activities | Reported IFRS | Trading Activities | Investing Activities | Reported IFRS |
| | £m | £m | £m | £m | £m | £m |
| Revenue | 44.20 | 0.00 | 44.20 | 35.35 | | 35.35 |
| Gross Profit | 16.10 | (0.00) | 16.10 | 14.77 | | 14.77 |
| Operating costs and other income | (13.67) | (9.65) | (23.33) | (8.15) | (6.41) | (14.56) |
| EBITDA | 2.42 | (9.65) | (7.23) | 6.62 | (6.41) | 0.22 |
| Depreciation and amortisation | (3.94) | (0.43) | (4.37) | (2.00) | | (2.00) |
| Operating profit / (loss) | (1.52) | (10.08) | (11.60) | 5.22 | (6.41) | (1.19) |
| Finance income / (costs) | 0.23 | 0.01 | 0.24 | (0.25) | | (0.25) |
| Profit / (loss) before tax | (1.29) | (10.07) | (11.36) | 5.03 | (6.41) | (1.38) |
| Tax | (0.75) | 0.36 | (0.40) | (0.86) | 0.91 | 0.05 |
| Profit / (loss) after tax | (2.04) | (9.71) | (11.75) | 4.17 | (5.49) | (1.32) |



APPENDIX: GROUP FINANCIAL HIGHLIGHTS

Cash flow statement

| | 2015 £m | 2014 £m |
|--|---------------|--------------|
| Net cash flows from operating activities | <u>(9.0)</u> | <u>(0.5)</u> |
| Investing activities | | |
| Purchase of fixed assets | (14.0) | (3.9) |
| Purchase of intangible assets | (0.2) | (0.7) |
| Acquisition of subsidiary undertakings | (47.6) | (2.9) |
| Proceeds from sale of fixed assets | 0.1 | - |
| Purchase of investments | (0.1) | |
| Interest received | <u>0.3</u> | <u>0.1</u> |
| | <u>(61.4)</u> | <u>(7.4)</u> |
| Financing activities | | |
| Proceeds of IPO issue | 70.0 | 27.5 |
| Share-raising costs recognised through equity | (2.1) | (1.5) |
| Repayment of bank borrowings | (0.3) | (2.9) |
| Dividends | - | (0.2) |
| Other | <u>(0.1)</u> | <u>(0.2)</u> |
| | <u>67.5</u> | <u>22.7</u> |
| Net increase / (decrease) in cash and cash equivalents | <u>(2.9)</u> | <u>14.8</u> |



APPENDIX: GROUP FINANCIAL HIGHLIGHTS

Balance sheet

| | 2015 | 2014 |
|----------------------------|-------------|-------------|
| | £m | £m |
| Non-current assets | 94.8 | 15.6 |
| Net working capital | 9.2 | 5.4 |
| Cash and cash equivalents | 13.6 | 16.5 |
| Loans and borrowings | (0.2) | (0.2) |
| Contingent consideration | (16.3) | (0.3) |
| Tax assets / (liabilities) | (9.1) | 0.3 |
| Net Assets | 92.1 | 37.3 |



APPENDIX: PRODUCT PIPELINE

PRE-POC

PASSED POC

DEVELOPMENT TRIALS

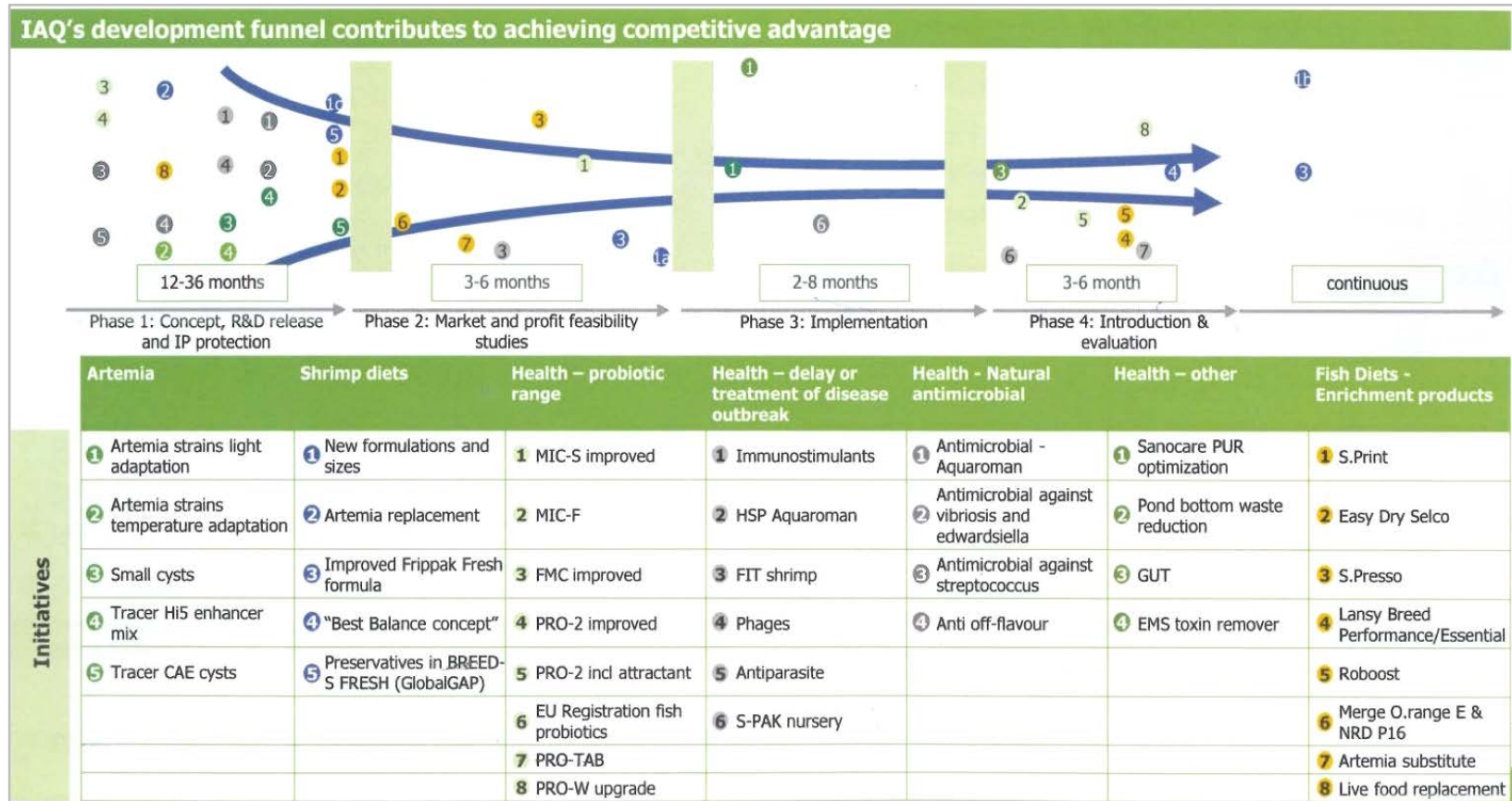
IN REGULATORY

| | | | | | | | | | | | | | |
|------------------------------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|----------------------------------|----------------------------------|-------------------------------------|----------------------------------|-----------------------------------|
| BIOCIDES / WATER CONDITONERS | PAQ004 5m | | | EAQ004 2m | | | | EAQ001 3m | | | EAQ002 Pre-Stock Rapid 25m | | |
| AQUACULTURE VACCINES | VAQ006 15m | VAQ017 25m | VAQ024 8m | VAQ002 6m | VAQ005 2m | VAQ007 3m | VAQ008 3m | VAQ004 8m | VAQ019 Advantigen BC 1m | VAQ020 2m | VAQ012 FryShield IPN 8m | VAQ016 MariShield NV 6m | |
| | VAQ025 8m | VAQ031 8m | VAQ032 10m | VAQ010 1m | VAQ011 3m | VAQ015 10m | VAQ029 25m | VAQ021 3m | VAQ022 8m | VAQ028 Marimune Flip 3m | | | |
| | VAQ033 4m | VAQ034 10m | VAQ035 6m | VAQ003 5m | | | | | | | | | |
| | VAQ036 5m | | | | | | | | | | | | |
| AQUACULTURE PARACITICIDES | PAQ016 10m | PAQ021 10m | PAQ022 20m | PAQ007 9m | PAQ017 5m | | | PAQ006 1m | PAQ009 1m | PAQ018 10m | PAQ008 Ectosan 25m | PAQ010 KleenKoi 5m | PAQ014 Salmosan USA 0.1m |
| | PAQ015 1m | PAQ024 8m | | | | | | | | | | | |
| TERRESTRIAL PRODUCTS | VTS006 6m | VTS008 2m | VTS003 1m | | | | | VTS007 2m | PAQ023 3m | | | | |
| OTHER PHARMA | VC0002 55m | | | | | | | PAQ003 4m | | VC0001 Hypocat 200m | NAQ001 Phylavive 3m | | |
| ADDRESSABLE MARKET** £ | 217m | | | 74m | | | | 249m | | | 72m | | |

**total addressable market figures for each product category are based on management estimates. Benchmark's total pipeline is 61 products including toll manufacturing products, with estimated addressable market of £646 million



APPENDIX: PRODUCT PIPELINE





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