

## About Zomedica

Based in Ann Arbor, Michigan, Zomedica Pharmaceuticals Corp. (NYSE American: ZOM) (TSX-V: ZOM) is a veterinary diagnostic and pharmaceutical company creating products for companion animals (canine, feline and equine) by focusing on the unmet needs of clinical veterinarians. Zomedica's product portfolio will include novel diagnostics and innovative therapeutics that emphasize patient health and practice health. With a team that includes clinical veterinary professionals, it is Zomedica's mission to give veterinarians the opportunity to lower costs, increase productivity, and grow revenue while better serving the animals in their care.

## Veterinary Customers

Companion animal veterinary medicine is a unique opportunity compared to human medicine:

- **Veterinarians:** serve as both clinician and pharmacist.
- **Payers:** cost of care is often not subsidized by third-party payers, i.e. insurance.
- **Patients:** multiple species of variable sizes.
- **Pharmacy:** rely heavily on unapproved animal drugs, i.e. approved human drugs used off-label or compounded drugs.

Moreover, clinical veterinarians are dealing with compassion fatigue, margin pressures, disproportionate student debt and other factors that affect their professional and personal satisfaction. Statistics show an alarmingly high risk of suicide in the veterinary profession, possibly attributed to those challenges.

## Stock Information

Exchange Ticker – FX	NYSE American: ZOM US\$	TSX-V: ZOM CDN\$
Price @ 5/4/18	\$1.91	\$2.50
52-Week Range	\$2.60 - \$1.26	\$3.25 - \$1.73
Avg. Daily Volume	15,800	2,700

## Capitalization Table

Cash @ Dec. 31, 2017	\$3.4 MM
Working Capital @ Dec. 31, 2017	\$3.4 MM
Available Unsecured Loan Facility	\$5.0 MM
Common Shares @ Feb 27, 2018	
Basic	90.4 MM
Options	7.8 MM
<b>Market Capitalization @ US\$1.91, May 4, 2018</b>	<b>\$179 MM</b>

**Industry**  
Animal health/biotechnology

**Target Species**  
Companion animals:  
*cats, dogs, horses*

**Target Customers**  
Clinical veterinarians

**Fiscal Year-End**  
December 31

**Capital Stock**  
\$18.2 million

**Number of Employees**  
24 FTEs

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## Pipeline: Novel Diagnostics + Innovative Therapeutics

Zomedica has entered into a license and supply agreement with Celsee, Inc. (“Celsee”) to develop and market Celsee’s liquid biopsy platform for application as a veterinary cancer diagnostic. Using Celsee’s liquid biopsy platform, Zomedica initially intends to develop and market ZM-017, a non-invasive diagnostic assay or blood test that helps veterinarians diagnose cancer in canines.

Zomedica’s therapeutic pipeline is based on human approved drug formulations or compounding pharmacy formulations that veterinarians are already using to treat their patients. Zomedica’s therapeutic candidates are being formulated for animal physiology, tested for safety and efficacy, and submitted to the FDA Center for Veterinary Medicine (FDA-CVM) for approval. Zomedica’s lead therapeutic candidates are identified below.





**ZM-017 // canine cancer assay**  
Cancer liquid biopsy

H1 2018: expect to commence clinical validation  
H2 2018: expect to commence marketing





**ZM-012 // Metronidazole Tablet**  
Anti-diarrheal  
Approved for use in humans

H1 2018: expect to commence pivotal safety study  
H2 2018: expect to complete pivotal safety study




**ZM-007 // Metronidazole Oral Suspension**  
Anti-diarrheal  
For small breeds and puppies

H1 2018: expect to hold pre-submission meeting with FDA-CVM



**ZM-006 // Transdermal Methimazole**  
Hyperthyroidism  
Oral formulation approved for use in humans and cats

H1 2018: expect to complete pilot testing  
H2 2018: expect to commence and complete pivotal safety study



**ZM-011 // Transdermal Fluoxetine**  
Behavioral disorders, e.g. inappropriate urination  
Same API as Prozac®

H2 2018: expect to complete pilot testing

Zomedica is actively looking to expand its diagnostic pipeline through collaborations, in-licensing, and other strategic relationships involving technologies appropriate for the veterinary medicine space.