



**innovotech**

**Corporate Presentation**  
**TSX-V:IOT**

**A PROFITABLE REVENUE PLATFORM**  
**A GROWING ASSET PLATFORM**  
**A TAX PLATFORM**

**THE BASE ON WHICH WE BUILD**

**Our plan is to use time, effort, discipline, and innovation to  
deliver a diversified Canadian Biotech**



# Brief History

- 2003 Innovotech is listed on the TSX-V. Our business of contract research and manufacture and sale of the MBEC Assay<sup>®</sup> Kit continues today.
- 2014 - 2016 Time, effort, and money were spent on R&D at the expense of the base business. The anti-bacterial, InnovoSIL<sup>™</sup>-1, is the single success to emerge from those efforts over that time frame.
- 2017 Lonsdale Capital, refinances Innovotech, acquiring a 32% interest.
- 2018 R&D is wrapped up and costs reduced. Refocuses on the business and adds customers, recertifies and begins to optimize revenue.
- 2019 Revenues grew 19% over 2018, as did the number of new accounts.
- 2020 R&D Collaboration Agreement signed with a major medical device company based on InnovoSIL<sup>™</sup>-1
- 2020 Revenues, grow again by ~20% over 2019. Small acquisitions are made.
- 2021 Revenues are expected to respond further on execution of the internal and external growth plans outlined herein.

# Our Business 1 – Contract Research

We are a leader in contract research testing coated medical devices like implants for their susceptibility or resistance to formation of microbial biofilms that cause chronic infections and diseases in humans.

- We have methodologies, equipment, and long experience that give us proprietary advantages and efficiencies
- In early 2019 ISO 17025 certification opens doors with existing and potential customers
- We are entrepreneurial innovators. Our patented “BESTplus Assay™” brings *in vitro* closer to *in vivo*, raising our profile.
- In 2020, we begin to use multiple 3D printers to build test devices tailored to accommodate shapes, formats, & materials of customer products. Clients are pleased. We believe only we do this.





# Our Business 2 – MBEC Assay & InnovoSIL™-1

## MBEC ASSAY® KITS

Innovotech makes & sells globally the MBEC Assay®, a high throughput biofilm growth device. Any hard surface disinfectant claiming effectiveness against biofilms must pass tests based on the Innovotech MBEC growth device.

The Company develops coatings for its MBEC Assay® plate. A recent coating makes it a preferred device for agricultural laboratories. We will enter that new-to-us market in 2021.

## INNOVOSIL™-1

Innovotech has signed a Collaboration Agreement with a medical device partner on our complex silver periodate anti- microbial aimed at a potential commercial agreement.

- The partner funds R&D on InnovoSIL™-1
- The partner pays an annual amount to Innovotech for exclusivity on certain applications of InnovoSIL™-1
- The partner funds related patenting costs

# Innovotech is one of few profitable, listed Canadian micro-cap biotechs

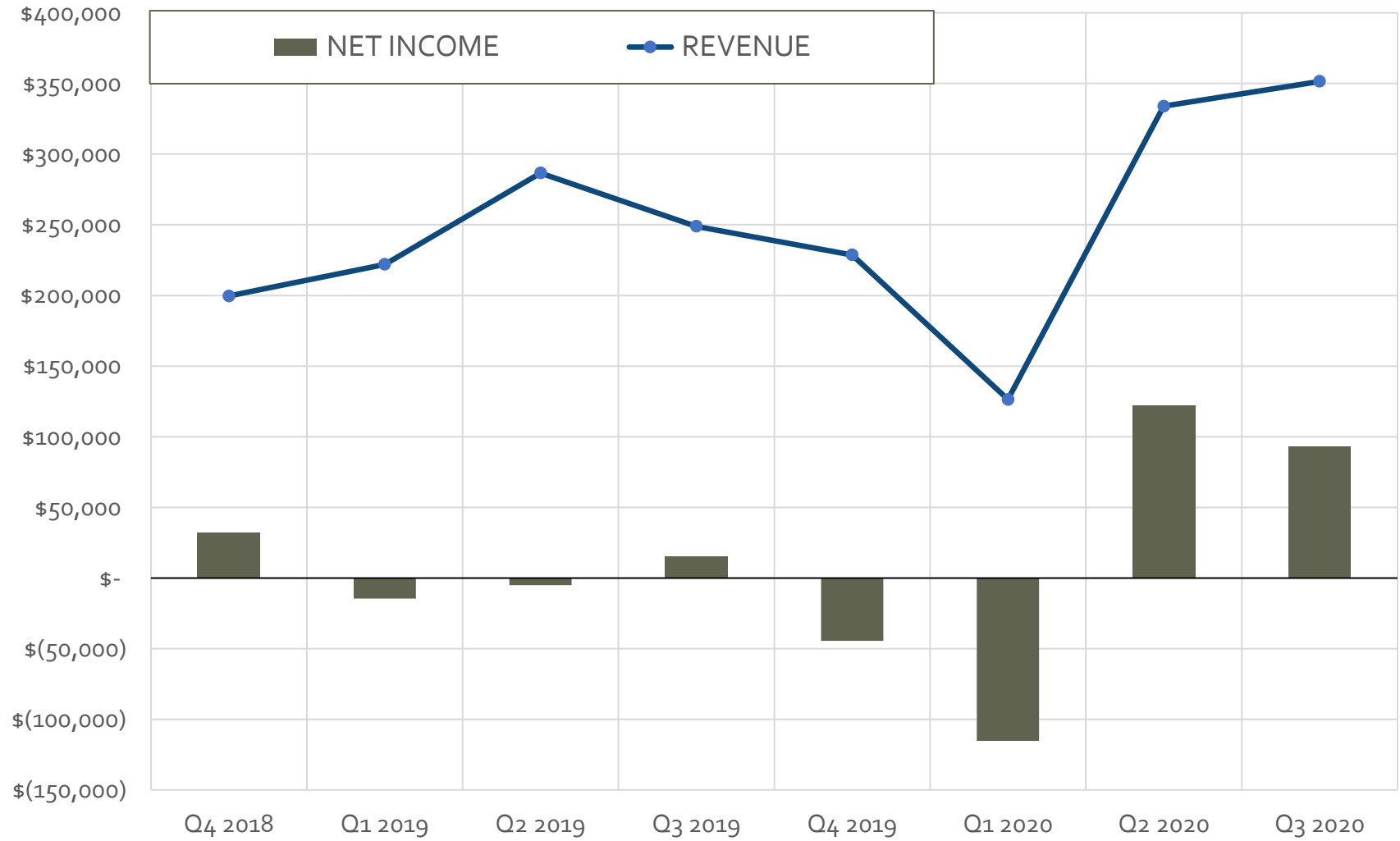
Q2, Q3 2020	Revenues were 26% above 2019 comparable quarters and 64% above 2018 comparable quarters
Q2 2020	posted a net profit of \$121,974
Q3 2020	posted a net profit of \$93,218
	working capital of \$642,046 compares with \$148,030 at Dec. 31 2019
	cash of \$661,231 compares with \$96,671 at Dec 31 2019
Q4 2020	expected to provide a constructive finish to the 2020 year

Innovotech has debt of \$30,000 (CEBA no-interest term loan).

Issued capital is 38,284,612 shares. There has never been a share consolidation.

Lonsdale Capital Corporation holds 12,284,000 shares.

# Revenue & Income – 8 Quarters





# Recent Corporate Developments

## Tangible Progress

We are using profits, our strong balance sheet & shares to invest in businesses or products targeting larger markets than our business:

### Q3 2020 investment acquisition

- **In skin care**, Innovotech acquired the right to earn a 60% interest in Nou Life Sciences for \$100,000 invested over 2 years in R&D. Nou Life's asset is a patent linking two well-known anti-oxidants into one molecule. We are testing the ability of the linked molecules to better penetrate subdermally to perform their anti-oxidant function (pending regulatory approval).

### Q4 2020 investment acquisition

- **In probiotics**, subsequent to Q3, we acquired in return for 625,000 shares a \$150,000 8% debenture convertible into 120,000 shares of CanBiocin Inc, of Edmonton, whose multiple lines of companion animal and farm animal probiotics are seeing rising sales (pending regulatory approval).

# Internal Lean Growth Plan

## Organic growth – 2021 - \$40,000 budget

- Penetrate the agricultural laboratory market with our plant-friendly cellulose-coated MBEC Assay® plate making it a preferred device for that market
- Continue to work up devices and products to separate us from competition and improve the quality and efficiency of our testing of client devices
- Build on our success with the patented BESTplus Assay™ for *in vitro* testing
- Increase our conference attendances and client contacts. Rebrand & digitize to obtain a greater market presence. Develop structured procedures toward scalable product sales. All targeted at growing revenues

## R&D growth – 2021 - \$20,000 to \$40,000 budget

- InnovoSIL™-1 is an effective antimicrobial coating that is under advanced development by our partner in an exclusive Collaboration Agreement.
- Work up the Nou Life linked Lipoic Acid and L- carnitine anti-oxidants molecule targeting a 2 to 3 times increase in skin penetration over existing industry products. Begin trials with a suitable cream formulation



# External Growth Plan - Investment

## Growth through investment

Innovotech seeks right-sized investment opportunities such as the probiotics and skin cream acquisitions to extend our reach, diversify our assets and open avenues to larger markets. This works in parallel with the “Lean Growth” plan:

- For Innovotech to grow and diversify over the long term, we see that it is generally easier, cheaper, and less dilutive at our stage of development to own a piece of a company, product, or service than to try to own all of it.
- Investment acquisition targets are related to biotech: microbiology, health care, nutraceuticals, cosmeceuticals, probiotics etc. Targets require a route and visibility toward a risked long-term ROI for the Company.
- This plan is not designed to acquire held-for-sale trading assets. The plan is a way for Innovotech to access alternative investments in the field of human health for the longer term consistent with our growth aspirations.

# External Growth Plan - Acquisition

## Whole company acquisition

### The Bait

Prior year's NOLs and SRED tax credits, provide a tax pool of \$7.5 million available to reduce our future net income for tax purposes. The pools can do the same for an acquired company. These pools do not start to expire until ~2028; \$3.5 million worth never expire.

### The Appeal

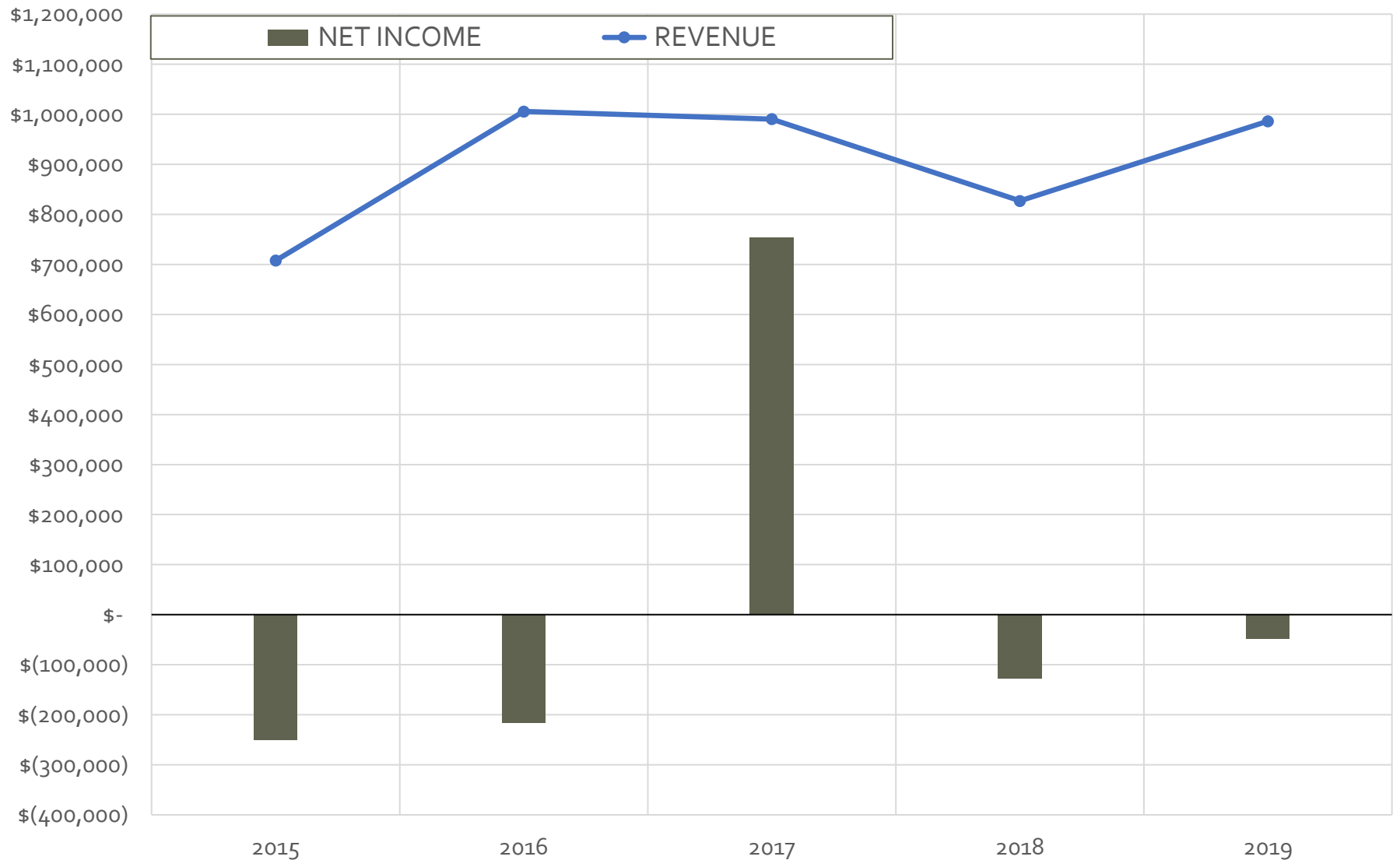
Innovotech is one of few micro-cap, listed, Canadian biotechs that has revenue, profitability, and a strong balance sheet. This makes us a top M&A candidate. We are not pressed to do a deal. We only plan to get stronger as time goes by.

### In the Meantime

We continue with our lean Internal Growth Plan and External Growth Plans seeking increased revenue and growth through investment to reach larger markets consistent with maintaining a strong balance sheet.

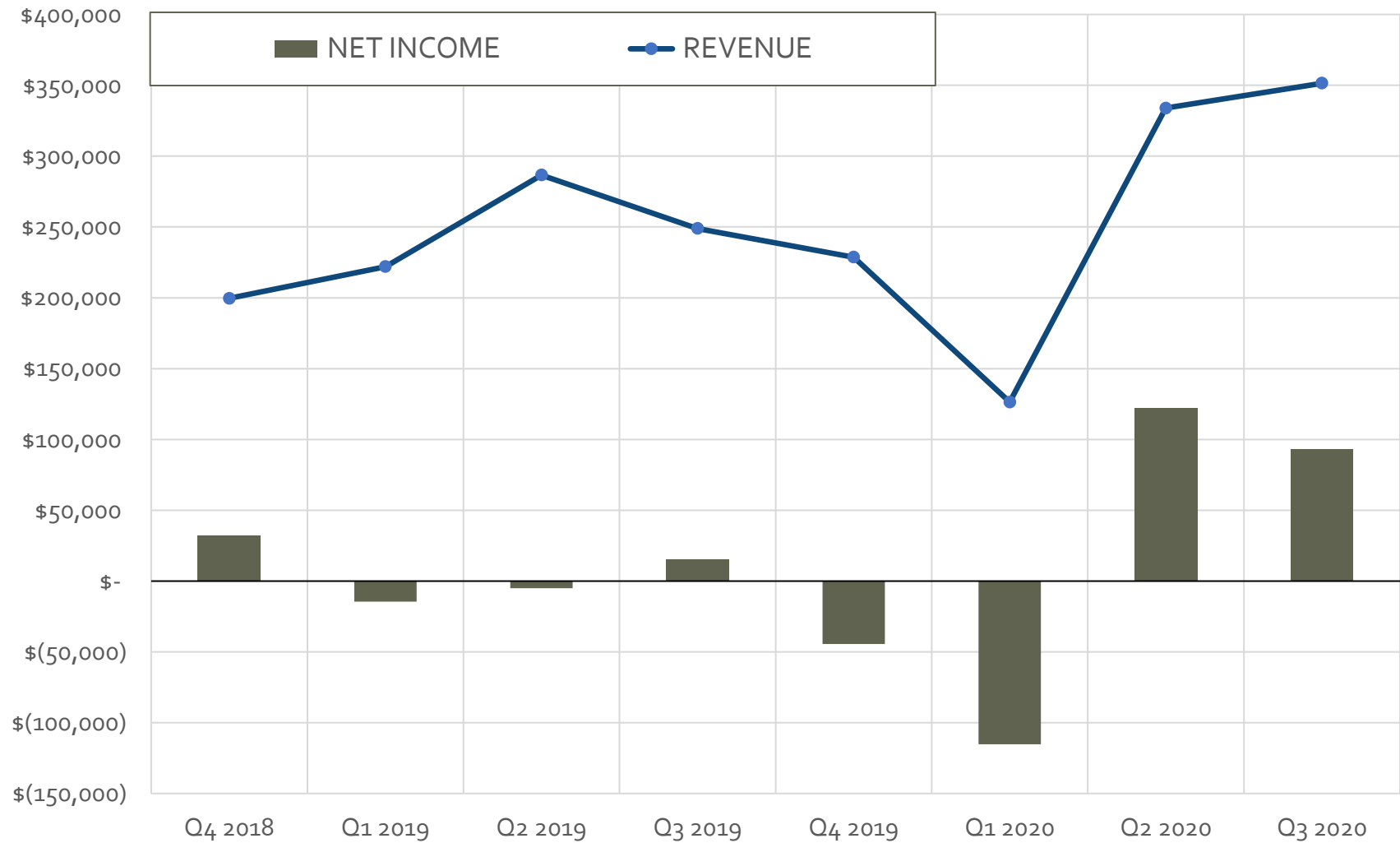


# Revenue & Profit/Loss – 5 Year trend





# Revenue & Profit/Loss – 8 Quarters



# Who we are

## Officers & Management

Dr. James Timourian	President
Alan Savage	CFO
Dr. Amin Omar	COO
Dr. Craig Milne	CBDO
Dr. Tyler Boone	Lab Mgr.
Dr. Patricia Nadworny	QC Mgr.

## Directors

Dr. James Timourian, PhD\*  
Alan Savage\*  
Dr. Gerard Tertzakian, PhD  
David Tam, BSc. Pharma, LLB  
Dr. Craig Milne, PhD, MBA\*  
Bernard Grobbelaar CPA  
Dr. Karen Farkas PhD

\*Members of the Executive Committee



# Mission & Vision of Innovotech

**Scale up Innovotech to be a significant, innovative, profitable participant in the Canadian biotech sector.**

The time frame for the mission is not a short one. Innovotech has a knowledgeable, committed, invested and incentivized Board. It has a major shareholder and management with the experience, expertise and desire to succeed.

With the Nou Life and CanBiocin debenture transactions, Innovotech has begun to diversify assets into larger markets without damaging its future capacity to do so again. Well funded and profitable, we seek more transactional opportunities of this nature while internally driving revenues and profits to the benefit of our stakeholders and society in general.

One day, one of those transactional opportunities will be a large one.





# Company Information

## Share capital:

- Authorized Unlimited
- Issued 38,274,612 – Never consolidated

## Directors hold as of AGM, 13 October 2020:

- James Timourian 2,051,812
- Gerry Tertzakian 1,041,998
- Craig Milne 10,000
- Karen Farkas 15,000
- Bernard Grobbelaar 65,000
- David Tam 592,000
- Alan Savage 12,316,055 (Direct & through Lonsdale Capital Corporation)

Warrants 1,875,000 exercisable at \$0.25 until September 2, 2023

Stock options 2,481,000 at various prices



# Disclaimer

This document may contain forward-looking statements that are predictive in nature and subject to risks and uncertainties that cannot be predicted or quantified; consequently, actual results may differ materially from past results and those expressed or implied by any forward-looking statements. Factors that could cause or contribute to such risks or uncertainties include, but are not limited to: the regulatory environment including the difficulty of predicting regulatory outcomes; changes in the value of the Canadian dollar; the Company's reliance on a small number of customers including government organizations; fluctuations in operating results; government policies or actions; progress and cost of clinical trials; reliance on key strategic relationships; uncertainty related to intellectual property protection and potential costs associated with its defense; the Company's exposure to lawsuits and other matters beyond the control of management. Should known or unknown risks or uncertainties materialize, or should management's assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly make or update any forward-looking statements, except as required by applicable law.

