



**innovotech**

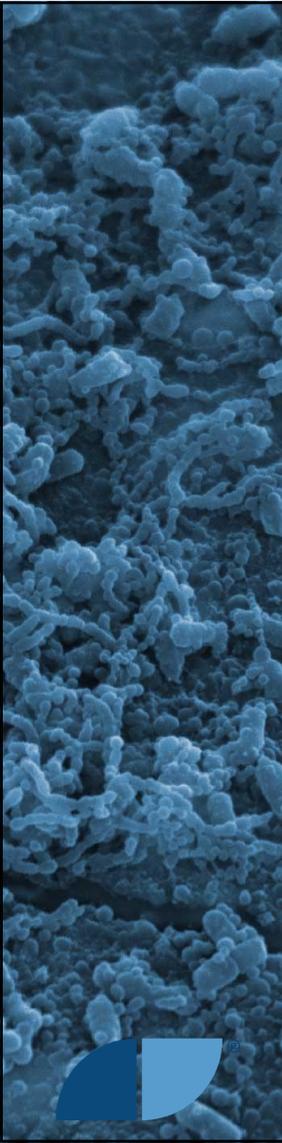
**Corporate Presentation**  
**TSX-V:IOT**

Updated June 2021

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

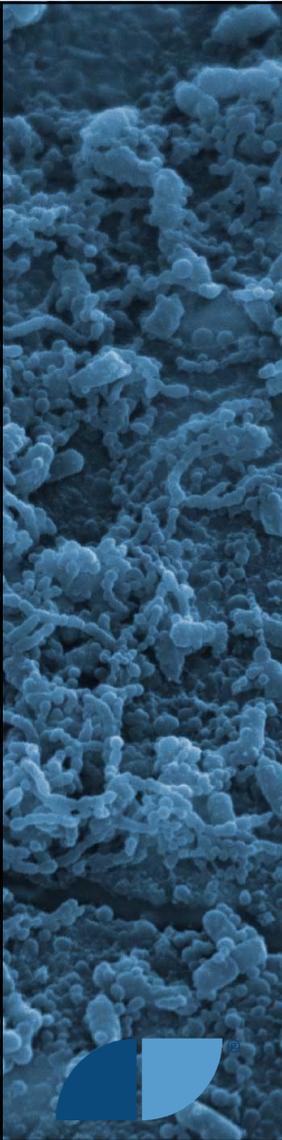
**THE BASE ON WHICH WE BUILD**

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



## Brief History

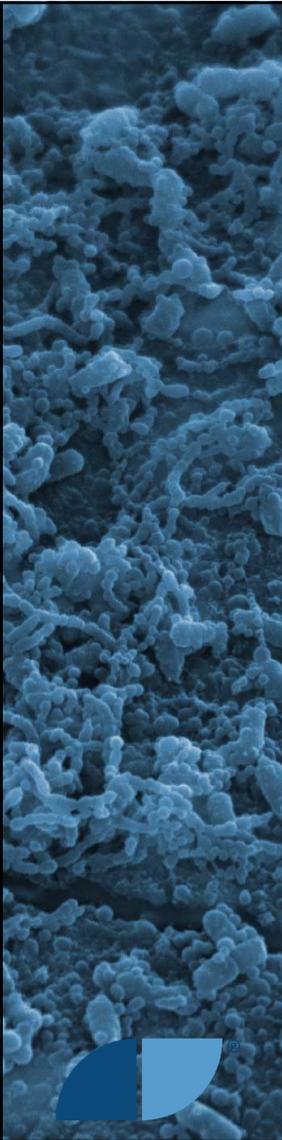
- 2003 Innovotech is listed on the TSX-V. Our businesses of contract research and manufacture and sale of the MBEC Assay® Kits dates from that year.
- 2004-2016
- Time, effort, and money are spent on R&D at the expense of the contract research and Assay Kit businesses with resulting annual losses. The anti-bacterial, InnovoSIL™-1, is the single success to emerge from R&D efforts over that time frame.
- 2017 Lonsdale Capital, refinances Innovotech, acquiring a 32% interest.
- 2018 InnovoSIL™-1 R&D is completed, Innovotech focuses on its business, costs are reduced, its laboratory is ISO 17025 certified, and the Company begins to optimize its contract research revenue.
- 2019 Revenues grow ~19% over 2018.
- 2020 Revenues grow 20% over 2019. An InnovoSIL™-1 Collaboration Agreement is signed with a major medical device company and the Company becomes debt free. Innovotech earns its first annual profit of \$106,317.
- 2021 Revenues are indicated to continue to trend higher.



## Our Business 1 – Contract Research

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

- We have methodologies, equipment, and long experience that give us proprietary advantages and efficiencies.
- In early 2019 ISO 17025 certification opened doors with existing and new customers.
- We are entrepreneurial innovators. Our patented “BESTplus Assay™” brings *in vitro* closer to *in vivo*, raising our contract research profile.
- In 2020, we begin to use 3D printers to build test devices tailored to accommodate shapes, formats, & materials of customer devices. Clients were interested. We know of no-one else doing this.
- In September 2020, Innovotech recorded 100,000 hours of laboratory work without a single lost time incident.
- Innovotech’s contract research revenues increased from \$579,000 in 2018 to \$929,000 in 2020 and we expect to maintain and perhaps improve that trend in 2021.



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

### MBEC ASSAY® KITS

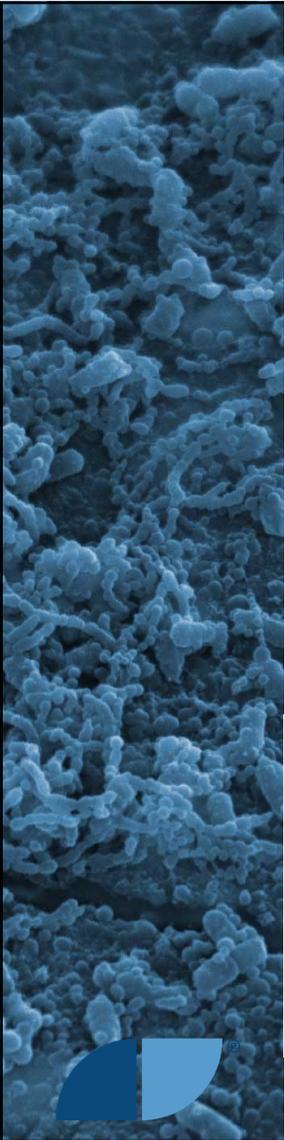
Innovotech makes & sells globally the MBEC Assay®, a high throughput biofilm growth device. Any hard surface or disinfectant claiming effectiveness against biofilms must pass tests based on the Innovotech MBEC growth device.

The Company develops purpose-tailored coatings for its MBEC Assay® plates for different testing applications. A recent coating could make it a preferred device for agricultural laboratories. We will try to access 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 on a quarterly basis to Innovotech for exclusivity on certain applications of InnovoSIL™-1
- The partner funds related patent costs



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

In the 2020 year , revenues were 20% above 2019 levels and 44% above 2018 levels at \$1,193,000. EBITDAS rose from \$23,942 in 2019 to \$178,998 in 2020, and Innovotech recorded a net income of \$106,317.

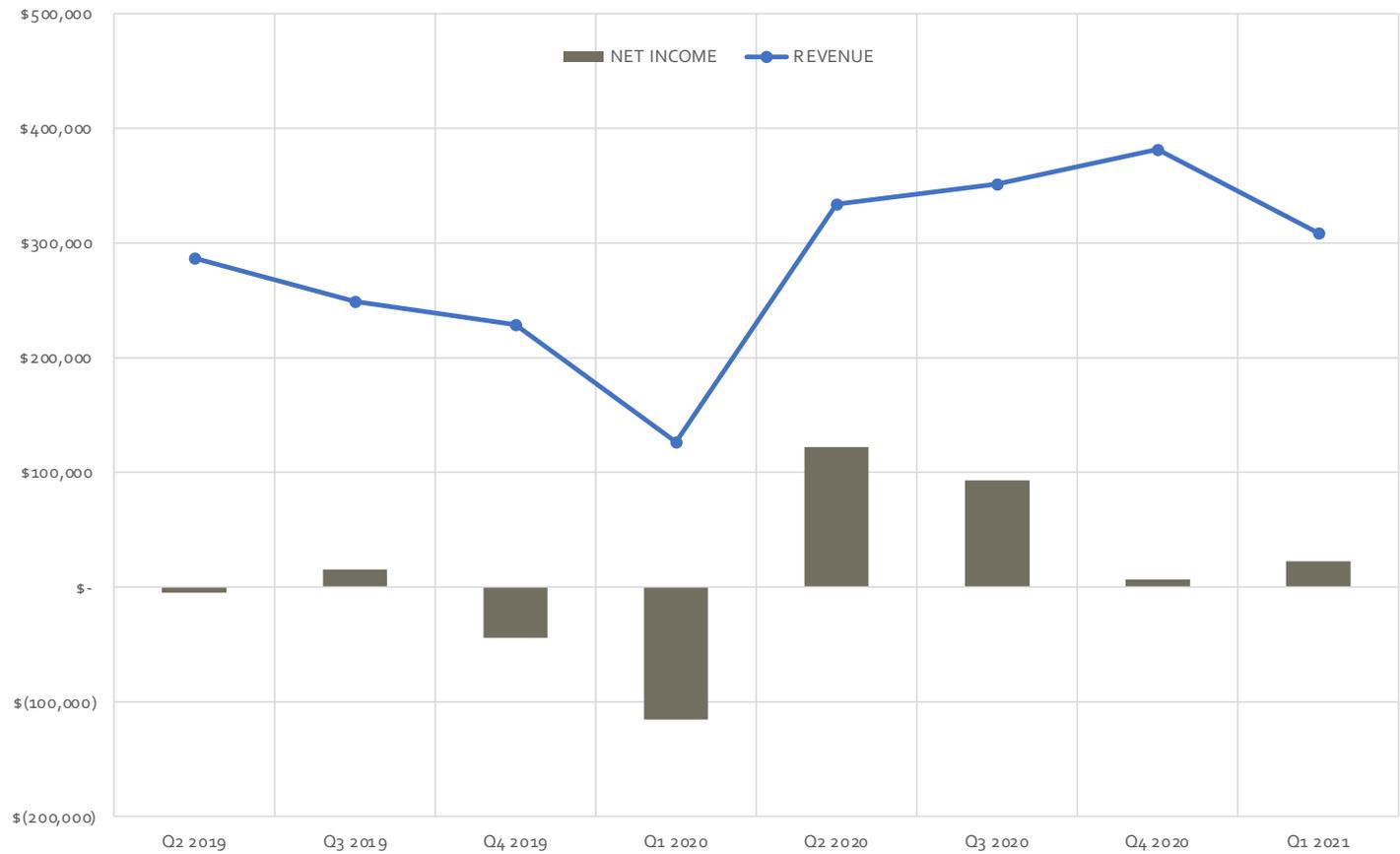
The increased cash generated from operations together with a \$375,000 equity financing combined to generate a stronger balance sheet with cash of \$530,000 and working capital of \$595,000.

In February, 2021, the Company acquired a \$150,000 8% CanBiocin Inc convertible debenture to gain \$12,000 of interest income and to obtain an interest in the growing companion animal and farm animal probiotics business.

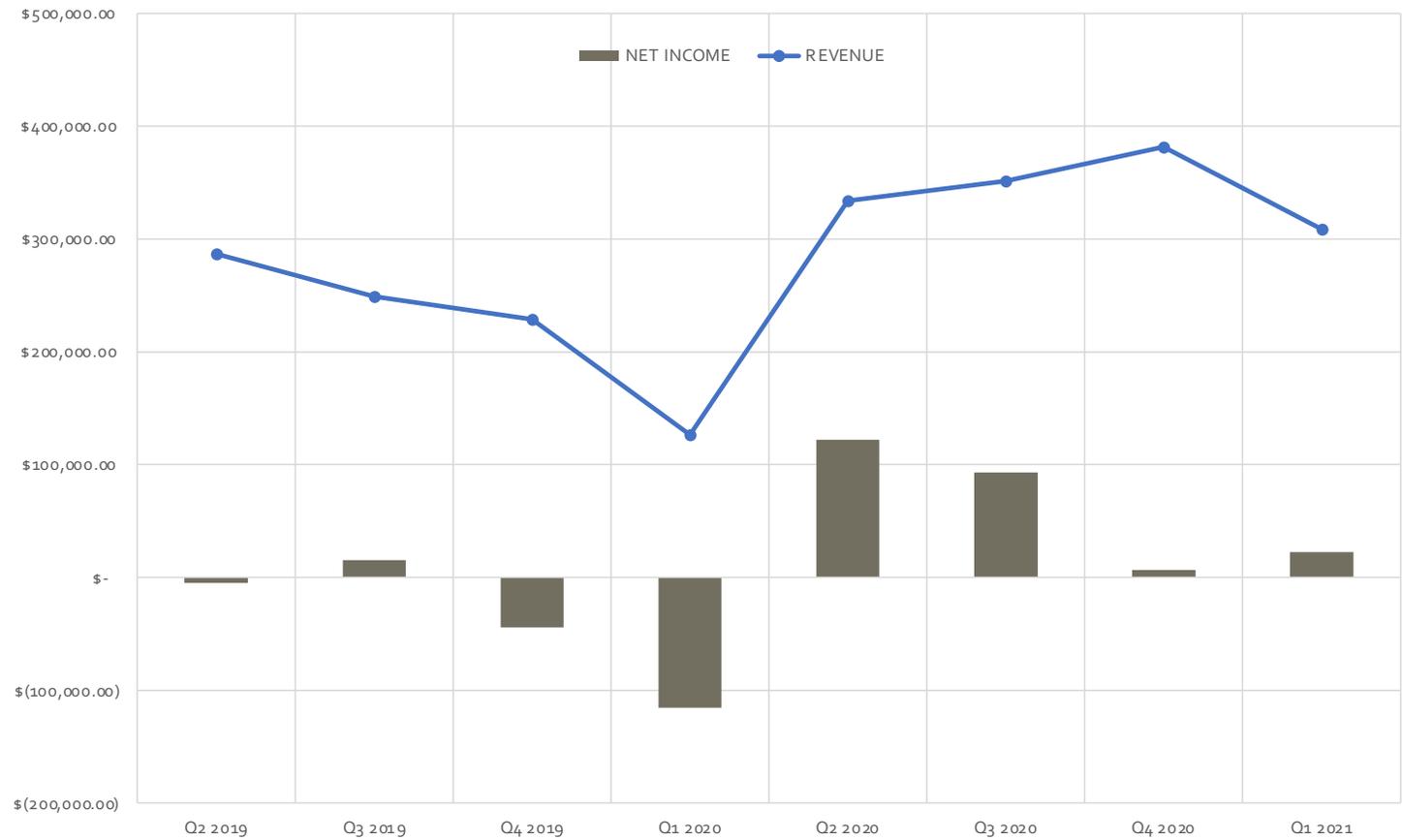
Innovotech has no debt except a \$20,000 interest-free CEBA loan assuming it is repaid prior to end of December 2022.

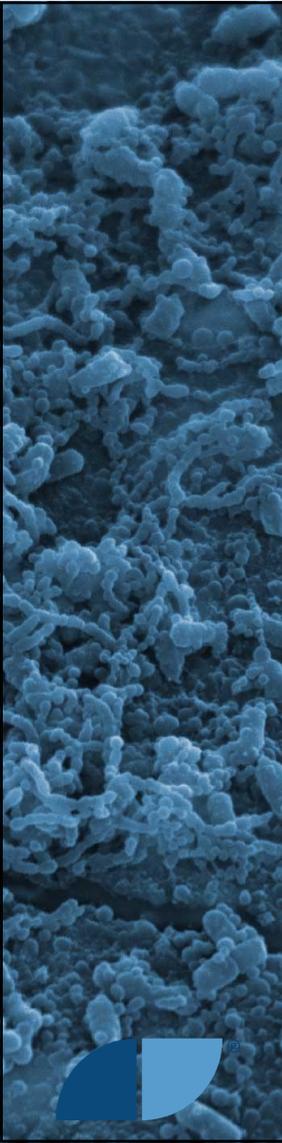
Issued capital is 38,909,612 shares.

## Revenue & Net Income – 8 Quarters



# Revenue & Net Income – 8 Quarters





# Recent Corporate Developments

## Tangible Progress

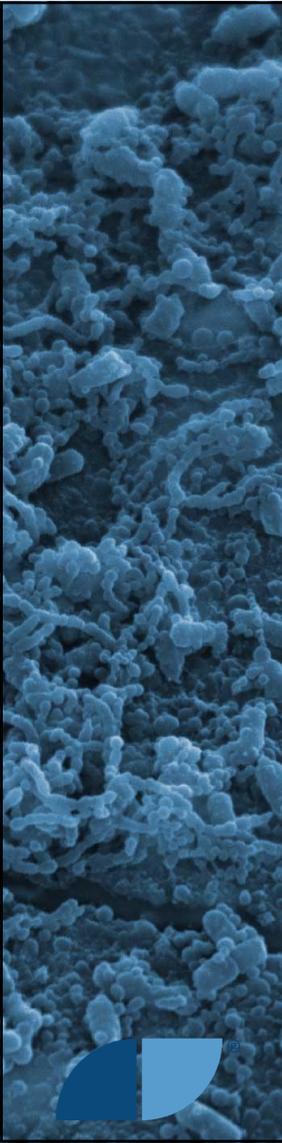
We are using profits, our strong balance sheet & shares to access early beach heads to develop or participate in products that may be applicable to consumer markets that are inherently larger than our contract research business.

### Q1 2021 investment acquisition, -Nou Life Sciences Inc.

- **In skin care**, Innovotech acquired the right in January, 2021 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. The terms of this transaction enable Innovotech to tightly control the pace and extent of its investment in a manner that reduces the inherent risk in developing new technology.

### Q1 2021 investment acquisition, -CanBiocin Inc.

- **In probiotics**, the aforementioned CanBiocin Inc, convertible debenture enables Innovotech to obtain an interest in multiple lines of companion animal and farm animal probiotics developed by CanBiocin. That company is in a highly scalable business and is seeing strongly rising sales.



# Internal Lean Growth Plan

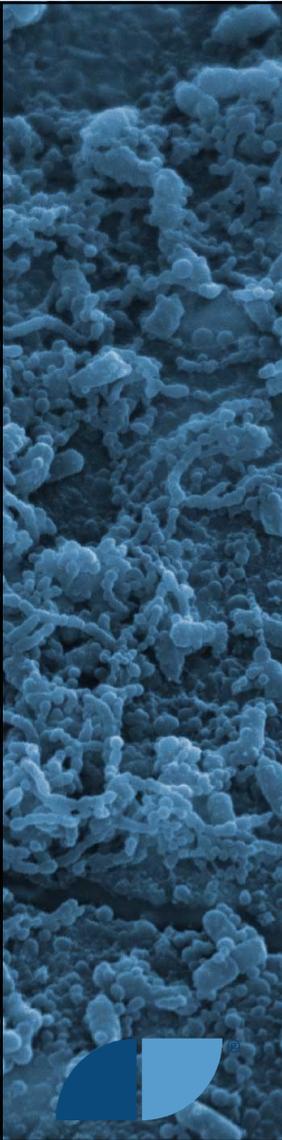
## Organic growth – 2021

- Enter the agricultural laboratory market with our plant-friendly cellulose-coated MBEC Assay<sup>®</sup> plate making it a preferred device for that market
- Continue our creative approach to designing new custom testing procedures and equipment to meet unique client requirements. Build new business by distinguishing ourselves from our competition by demonstrating constant improvement in the quality, efficiency and inventiveness of our work.
- Build on our success with the patented BEST<sup>plus</sup> Assay<sup>™</sup> 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 - 2021

InnoSIL<sup>™</sup>-1 is an effective antimicrobial coating that is under advanced R&D development by our partner in an exclusive Collaboration Agreement at no cost to us

- Working 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. In 2021 we hope to begin trials with a suitable cream formulation

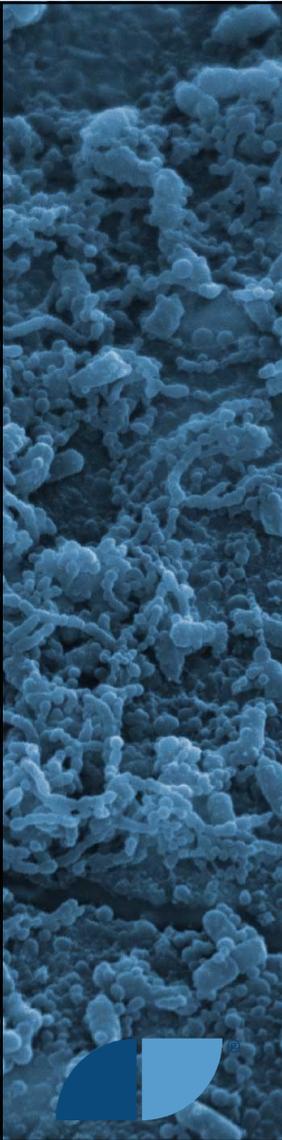


## External Growth Plan - Investment

### Growth through investment – partial company acquisition

Innovotech seeks right-sized investment opportunities such as the described 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, faster, 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. The convertible debenture route is favoured.
- This plan is not designed to acquire held-for-sale trading assets. The plan is a way for Innovotech to access alternative investments from time-to-time in the field of human health for the longer term consistent with our growth aspirations.



## External Growth Plan - Acquisition

### Whole company acquisition

#### The tax case

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.

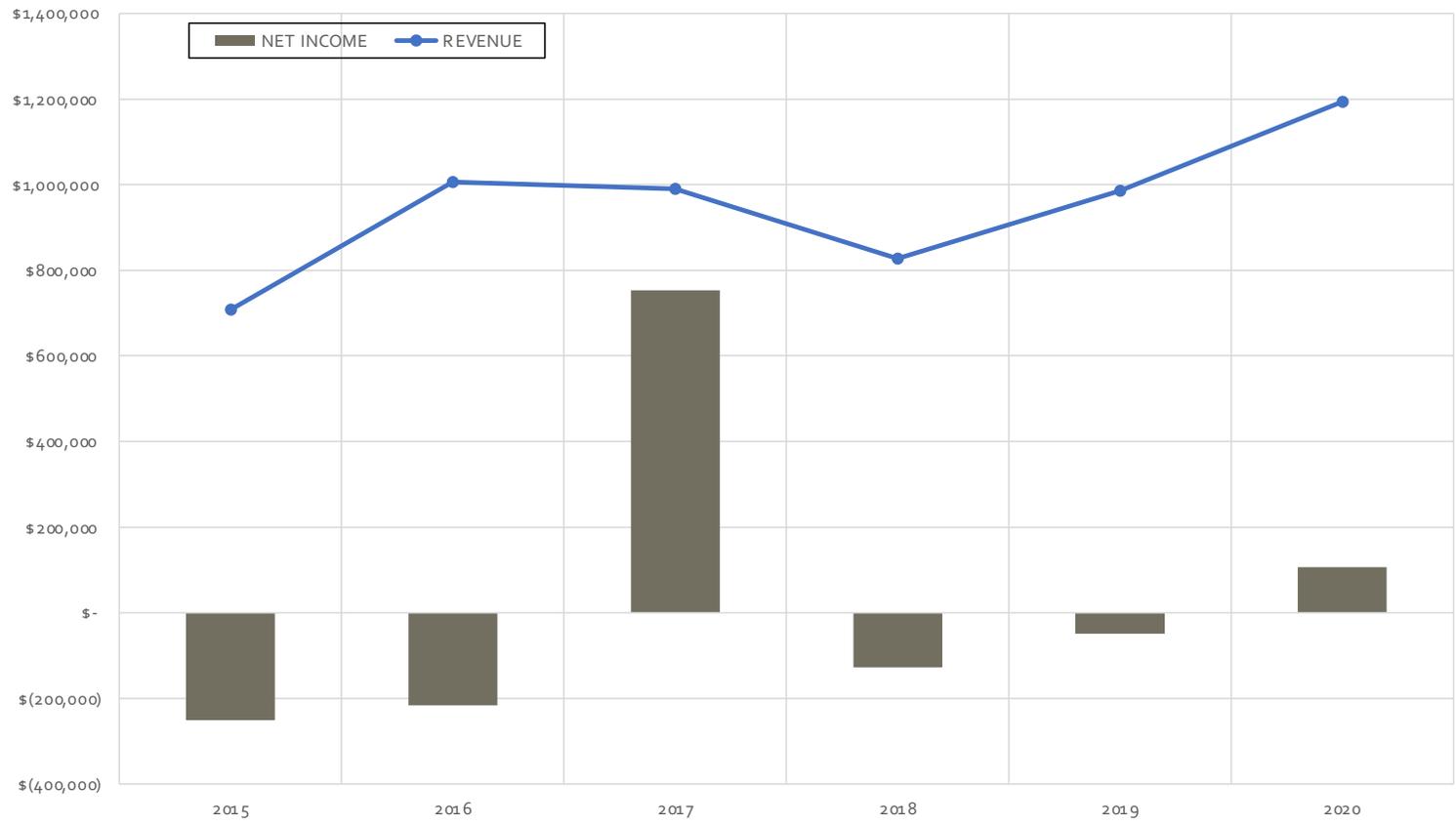
#### The appeal

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 over time.

#### So, in the meantime

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

# Revenue & Profit/Loss – 5 Year trend



# Who we are

## Officers & Management

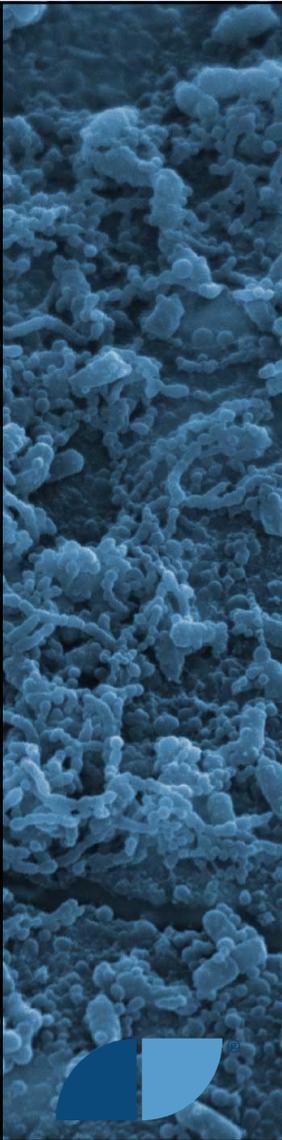
Dr. James Timourian	President
Alan Savage	CFO
Dr. Tyler Boone	COO
Dr. Craig Milne	CBDO
Dr. Patricia Nadworny	QC Mgr.

## Directors

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

The vision is supported by our pristine balance sheet, our usable long-term tax pools, our rising revenues, and our profitability. In terms of growth through acquisition

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

## Company Information

### Share capital:

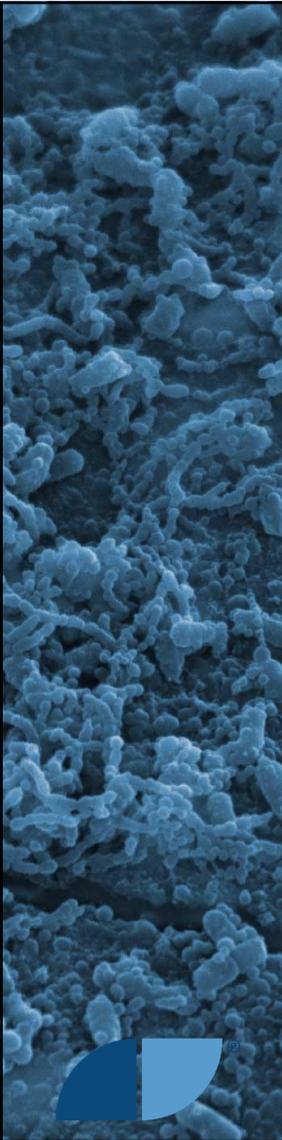
- Authorized Unlimited
- Issued 38,909,612

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

- Karen Farkas 15,000
- Bernard Grobbelaar 65,000
- Craig Milne 210,000
- Alan Savage 12,913,555 (Direct & through Lonsdale Capital Corporation)
- David Tam 592,000
- Gerry Tertzakian 1,041,998
- James Timourian 2,051,812

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

Stock options 2,301,000



## 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.