



# IGCPHARMA

IGCPHARMA

**NYSE American: IGC**

2 August 2023



# SAFE HARBOR

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The matters discussed in this presentation include forward-looking statements about the business prospects of IGC Pharma, Inc. Forward-looking statements are often preceded by words such as believes, expects, anticipates, plans, will, goal, may, intends, assumes, or similar expressions. Forward-looking statements reflect management's current expectations as of the date of this conference call and involve certain risks and uncertainties. The forward-looking statements are based on assumptions that we have made in light of our industry experience and our perceptions of historical trends, current conditions, expected future developments, and other factors that we believe are appropriate under these circumstances.

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As with any projection or forecast, they are inherently susceptible to uncertainty and changes in circumstances. IGC Pharma, Inc.'s actual results could differ materially from those anticipated in these forward-looking statements as a result of various factors and the forward-looking statements are not guarantees of performance. Some of the factors that could cause future results to materially differ from recent results or those projected in forward-looking statements are included in our filings with the Securities and Exchange Commission (the "SEC"), such as our Annual Report on form 10-K filed with the SEC on July 7, 2023, and subsequent filings on Form 10Q. We are under no obligation and expressly disclaim any obligation to update or alter the forward-looking statements, whether as a result of such changes, new information, subsequent events, or otherwise.

# NYSE American: IGC

- ✓ **Avg. Volume (m): 165,000** (as of: 08/02/ 2023)
- ✓ **Market Cap (\$): 19M** (as of: 08/02/ 2023)
- ✓ **Stock Price(\$): 0.35** as of: 08/02/ 2023)
- ✓ **Headquarters:** **Potomac, Maryland, US**
- ✓ **Industry:** **Pharmaceutical**
- ✓ **Full Time Employees: 60**



Source: **yahoo!**  
finance



# WHAT IS ALZHEIMER'S DISEASE?



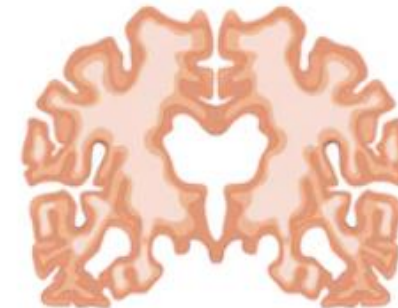
# Alzheimer's Disease (AD):

AD is a neurodegenerative disease that causes progressive cognitive decline, and neuropsychiatric and behavioral impairment:

- ✓ It is the most common cause of dementia.
- ✓ Its progression is often gradual and difficult to detect. Symptoms arise only years after its onset.
- ✓ It is ultimately fatal and has no accepted cure.



Healthy Brain



Mild Alzheimer's Disease



Severe Alzheimer's Disease

[https://stock.adobe.com/co/images/i/d/322016354get\\_facets=1&or der=relevance&safe\\_search=1&k=memory+loss&filters%5Bcontent\\_type%3Azip\\_vector%5D=1&filters%5Bcontent\\_type%3Aphoto%5D=1&clickref=1100lwtIEe5T&mv=affiliate&mv2=Freepik&as\\_campaty pe=testidpb&as\\_channel=affiliate&as\\_source=partnerize&as\\_campaign=Freepik&as\\_content=api&as\\_audience=idp&sdi d=6WTY6YJ52.https://www.freepik.com/freevector/anatomyhum an\\_brain\\_2413746.htm#page=6&query=dementia&position=19&from\\_view=search&track=sph](https://stock.adobe.com/co/images/i/d/322016354get_facets=1&or der=relevance&safe_search=1&k=memory+loss&filters%5Bcontent_type%3Azip_vector%5D=1&filters%5Bcontent_type%3Aphoto%5D=1&clickref=1100lwtIEe5T&mv=affiliate&mv2=Freepik&as_campaty pe=testidpb&as_channel=affiliate&as_source=partnerize&as_campaign=Freepik&as_content=api&as_audience=idp&sdi d=6WTY6YJ52.https://www.freepik.com/freevector/anatomyhum an_brain_2413746.htm#page=6&query=dementia&position=19&from_view=search&track=sph)

# ALZHEIMER'S DISEASE

**1 in 9  
65+ yrs.**

Americans with  
Alzheimer's in 2023

**13.8 Million**

Americans with  
Alzheimer's by 2050

**6.7 million**

Americans with  
Alzheimer's age (65+) in  
2023

**\$1 Trillion**

Expected total expenses  
for Alzheimer's and other dementias by 2050

# HALLMARKS OF ALZHEIMER'S

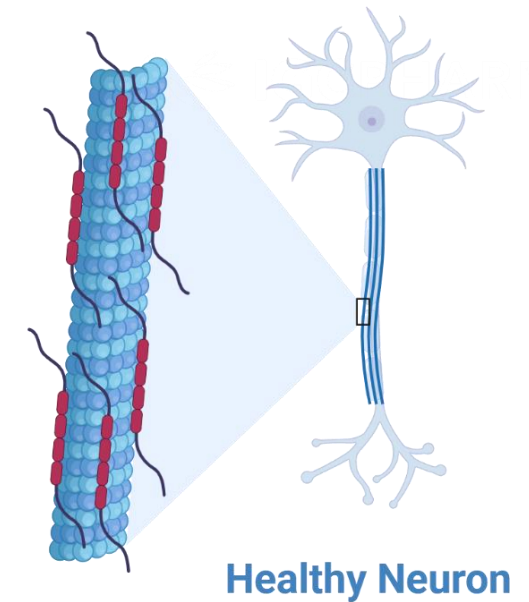
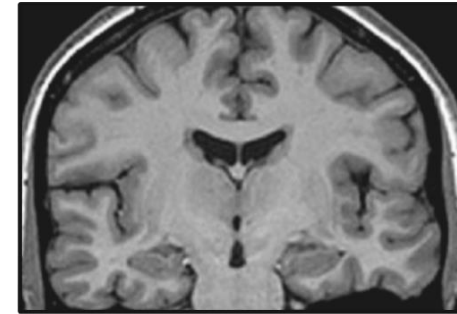
- **Extracellular Plaque:**  $\beta$ -amyloid ( $A\beta$ )
- **Tangles:** Tau Neurofibrillary Tangles (NTFs)

These cause loss of neurons & critical neuronal connections

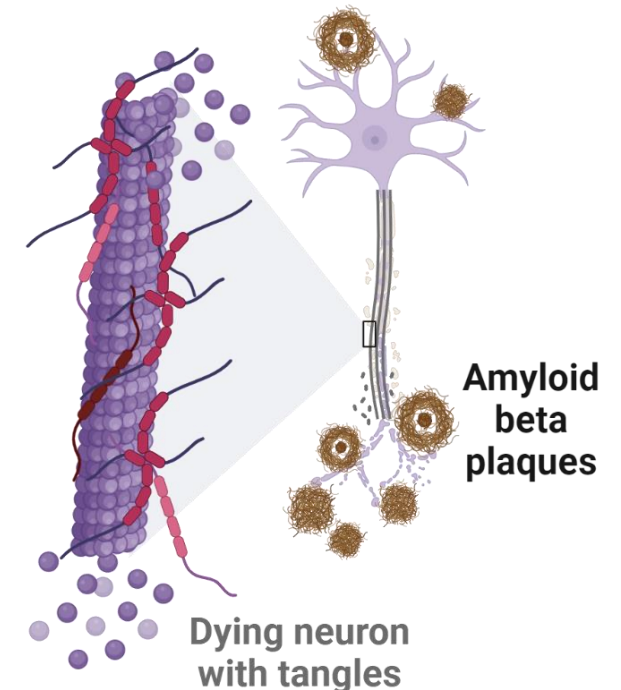
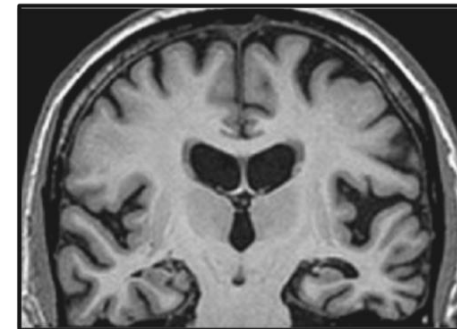
## Also linked to Alzheimer's:

- Metabolic disruption
- Mitochondrial dysfunction
- Neuroinflammation

Healthy brain



Alzheimer's brain



Source:

- Nature Rev, 2021, 7,33
- [1.https://next.amboss.com/us/article/D301kf?q=neurofibrillary+tangles&m=m60VIS#Ynan7O](https://next.amboss.com/us/article/D301kf?q=neurofibrillary+tangles&m=m60VIS#Ynan7O) Amyloid plaques in Alzheimer disease:Photomicrograph of cerebral cortical tissue (H&E stain and anti-amyloid beta precursor protein immunostaining)© IMPP"
- [2.https://next.amboss.com/us/search?q=neurofibrillary+tangles&translation=ES&v=overview&m=yYd7](https://next.amboss.com/us/search?q=neurofibrillary+tangles&translation=ES&v=overview&m=yYd7) Neurofibrillary tangles in the Hippocampus of an old person with Alzheimer-related pathology" by Patho, Wikimedia Commons, licensed under CC BY-SA 3.0

# Alzheimer's Symptoms

## Behavioral or Neuropsychiatric Symptoms (NPS)

- Agitation.
- Depression
- Apathy
- Anxiety
- Psychosis.

## Cognitive Impairment

- Loss of memory
- Speech
- Visuospatial processing, and/or executive function.

## Non-Neuropsychiatric Symptoms

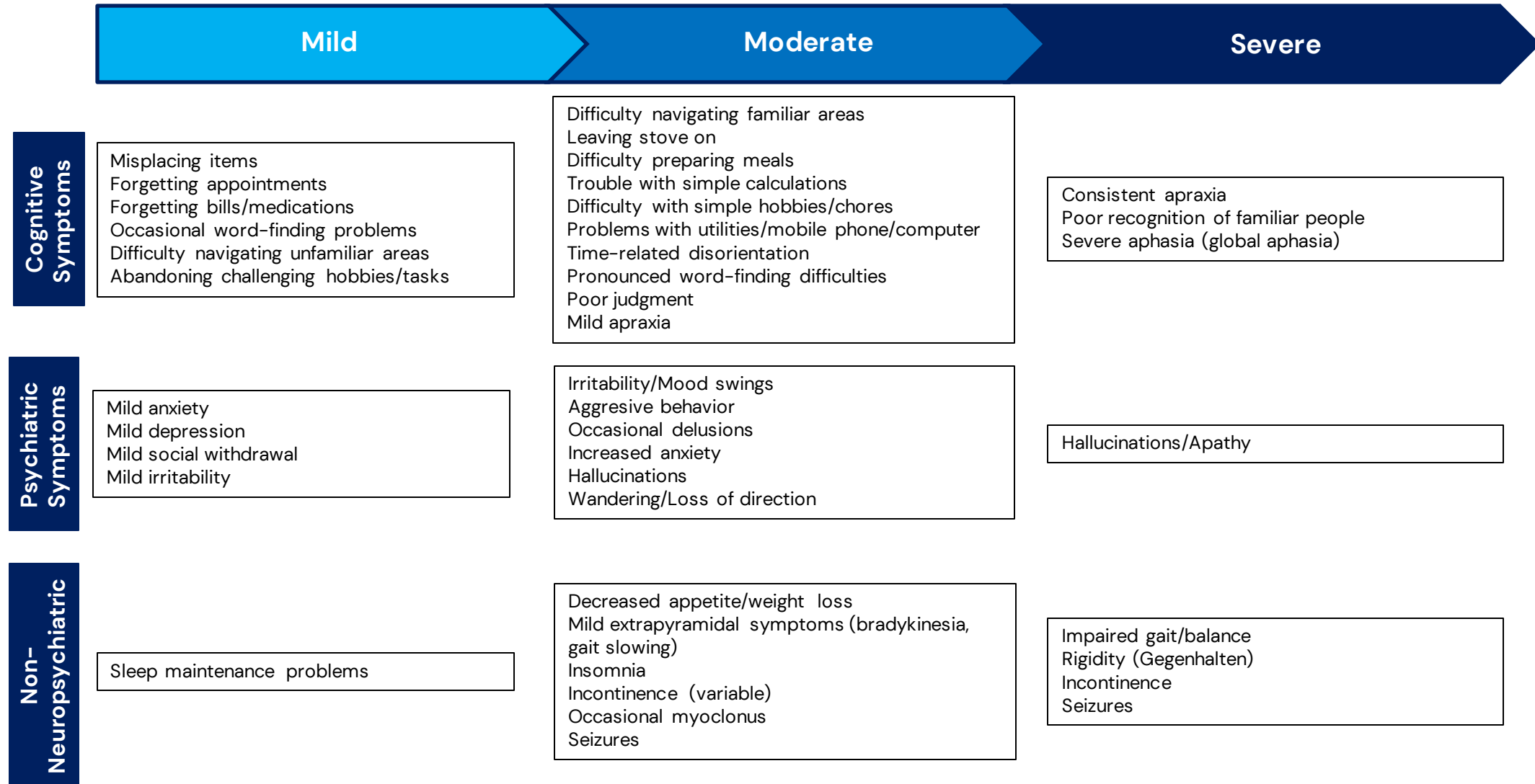
- Including sleep disorders
- Weight loss
- Appetite reduction
- Incontinence
- Seizures
- Rigidity, and motor impairment.



[https://www.freepik.com/free-photo/rear-view-senior-sixty-year-old-woman-with-gray-hair-holding-mug-washing-down-sleeping-pill-suffering-from-insomnia-elderly-retired-female-taking-medicine-with-water-sitting-bedroom\\_11200045.htm#query=alzheimers&position=3&from\\_view=search](https://www.freepik.com/free-photo/rear-view-senior-sixty-year-old-woman-with-gray-hair-holding-mug-washing-down-sleeping-pill-suffering-from-insomnia-elderly-retired-female-taking-medicine-with-water-sitting-bedroom_11200045.htm#query=alzheimers&position=3&from_view=search)



# Alzheimer's Symptom Progression



CONTINUUM (MINNEAP MINN) 2022;28(3, DEMENTIA):648–675.

# Our Potential Solution

## The Promise of IGC-AD1

- A natural patent-protected compound in **Phase 2B** trials that targets neuropsychiatric symptoms such as agitation in Alzheimer's.
- Also, the **FIRST** compound that relies on low doses of THC a cannabinoid, and another compound as active pharmaceutical agents for the treatment of Alzheimer's disease.
- The **ONLY** natural THC-based investigational drug candidate currently undergoing FDA trials registered on <https://clinicaltrials.gov/>.



# FIRST MOVER ADVANTAGE WITH INTELLECTUAL PROPERTY

Target	Description	Patents Filed	US-patent Granted	Foreign-Patent Granted
<b>Alzheimer's Disease- IGC-AD1</b>	Use of cannabis-based formulations for treating Central Nervous disorder	10	2	-
<b>Alzheimer's Disease- TGR-63</b>	Manufactured molecule with ability to impact plaque build-up	10	1	1 (India)
<b>Alzheimer's Disease- LMP-1</b>	Composition, synthesis, and medicinal use of hybrid cannabinoid	1	-	-
<b>Epilepsy</b>	Cannabis formulation for treating seizures in cats and dogs-Phenobarbital	2	2	-
<b>Epilepsy</b>	Cannabis formulation for treating seizures in humans-Hydantoin	-	-	-
<b>Eating Disorder</b>	Cannabis formulation for treating eating disorder	1	1	-
<b>Stammering &amp; Tourette Syndrome</b>	Cannabis formulation for treating Stammering & Tourette Syndrome	5	-	-
<b>Restoring energy Drink</b>	Cannabis based formulation for relieving stress and restoring calm	6	-	-
<b>Pain</b>	Cannabis formulation for treating pain	6	2	-

41

8

1



# VERTICALLY INTEGRATED OPERATIONS

2

1

4

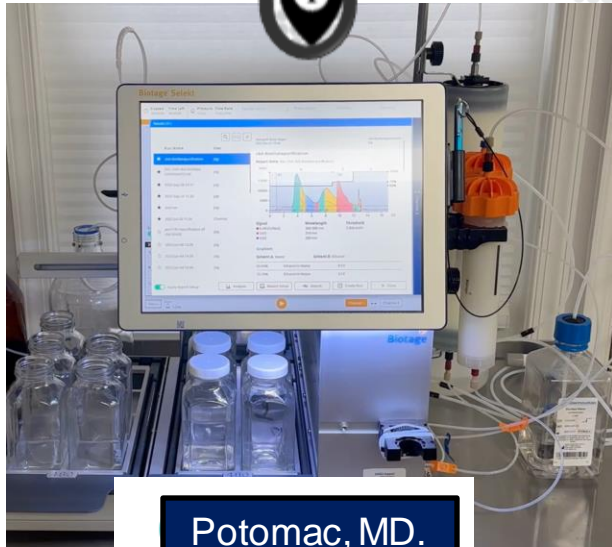
3

1

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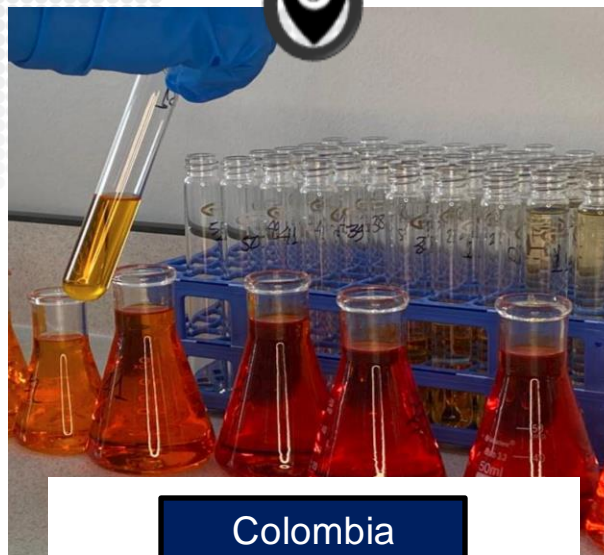
Potomac, MD.

Headquarters



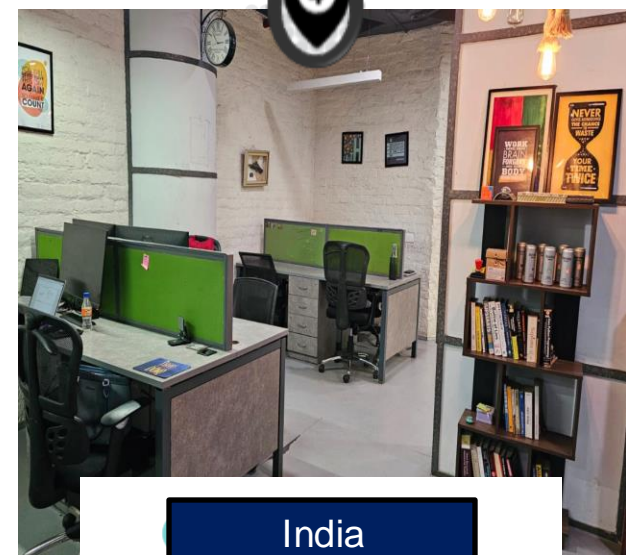
Vancouver, WA

cGMP Manufacturing  
and Processing facility



Colombia

Licensed R&D facilities  
with legal access to  
cannabis.



India

Accounting and  
Analytics



# IGC-AD1

## History/Strategy

### IGC-AD1 A PROMISING PATH-BREAKING FORMULATION

- At University of South Florida (USF) Professor Cao, discovered the potential of combination therapy with low doses of THC plus other molecules to treat Alzheimer's
- Featured on **Dr. Sanjay Gupta's CNN show "Weed 2"**.
- In 2017, IGC acquired exclusive rights to the research data & patent filing.
- Based on the research we believe that **IGC-AD1** has promise in slowing the progression of Alzheimer's and improving memory.

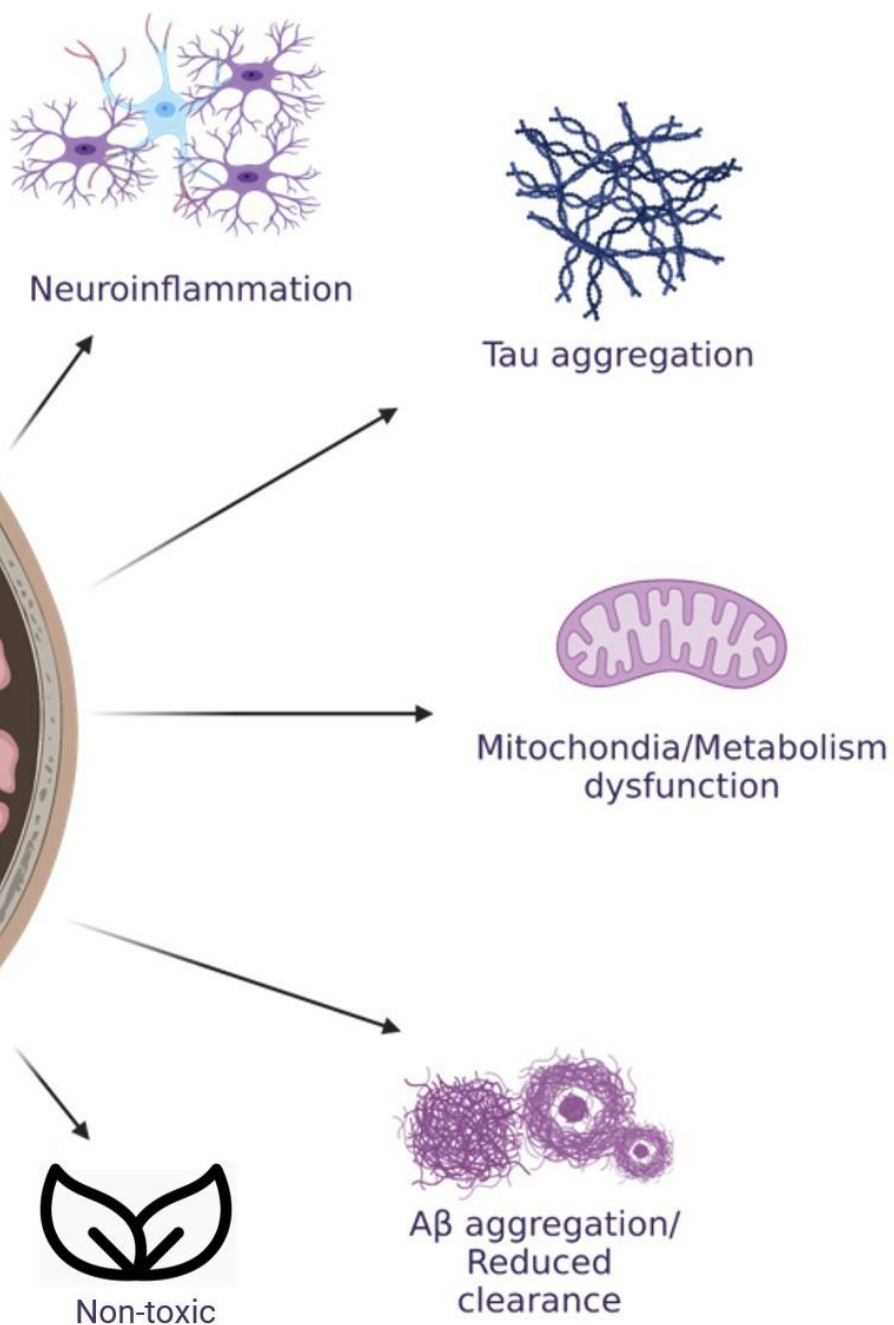
\*Subject to FDA trials and approvals

# PRE-CLINICAL RESULTS ON AD CELL LINES

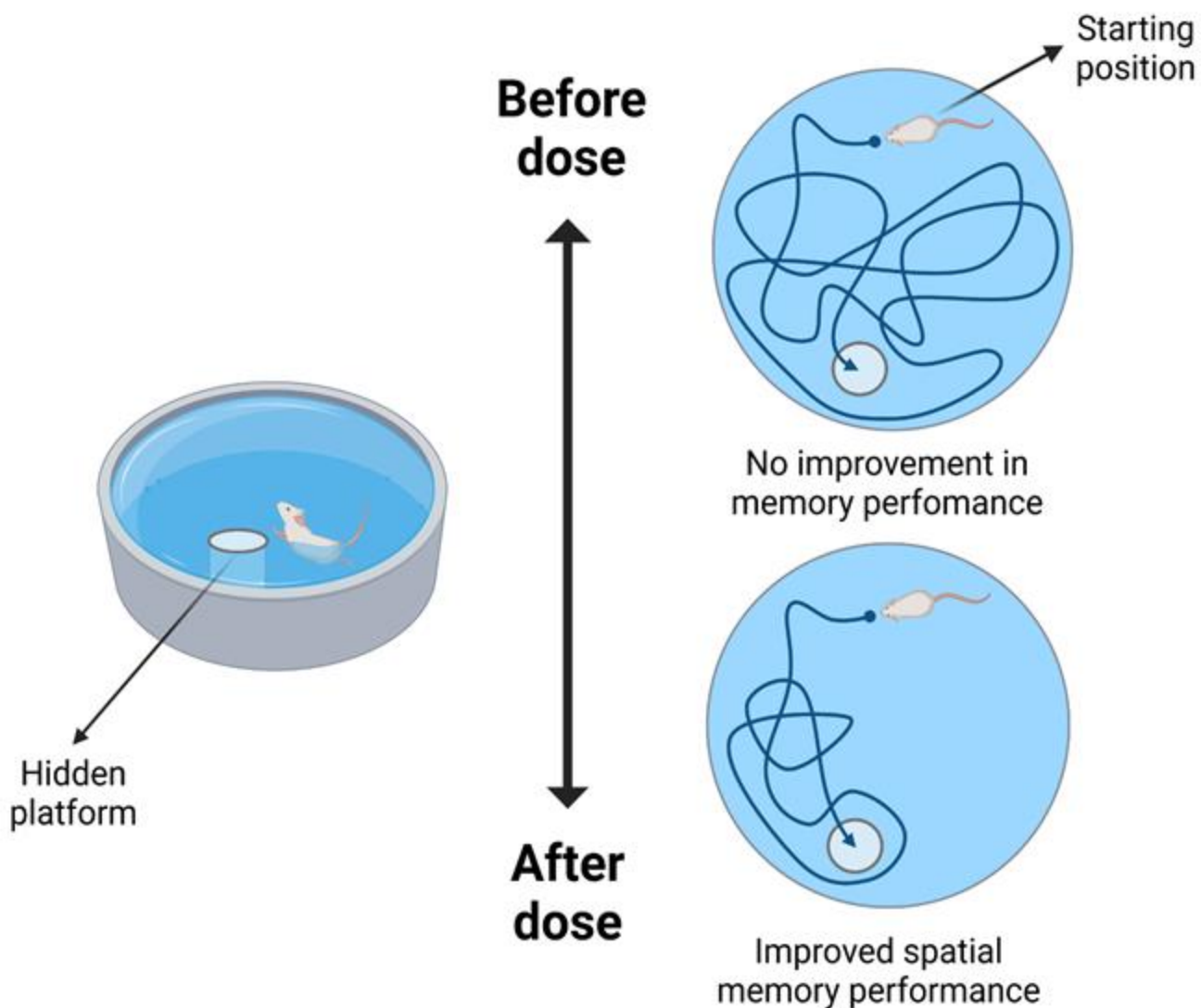
## Decreased plaques and decreased pTau:

- Inhibits the aggregation of amyloid plaque
- **Reduces** phosphorylated tau (pTau)
- Enhances mitochondrial function
- **Non-toxic.** Repeated low dosing over 48 hours is non-toxic

J. Pineal. Res. 2011, 51, 75-86; J. Alzheimer's disease 2014, 42, 973-984; Int. J. Mol. Sci. 2022, 23, 2757; Int. J. Mol. Sci. 2022, 23, 4253



## MEMORY IMPROVED IN AD (APP/PS1) MOUSE MODEL

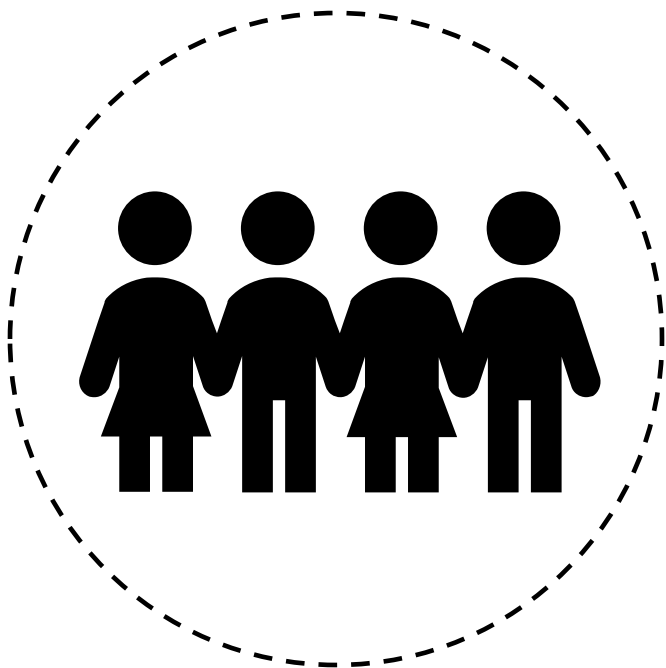


AD model mice dosed with the active agent in **IGC-AD1** had significantly **improved times and less errors in a Morris Water Maze test** than those in the control group

- The maze uses spatial cues for mice to navigate a swimming container full of stained water and find a safe platform
- The memory task is assessed in multiple trials to measure how well the mouse finds the platform

# IGC-AD1 PHASE I TRIAL COMPLETED

Multiple Ascending Dose (MAD) study to evaluate safety and tolerability of IGC-AD1 in participants with AD & NPS (Neuropsychiatric Symptoms) using the NPI (Neuropsychiatric Inventory)



## *Safety, Tolerability, Agitation, NPS*



No life-threatening or serious adverse events at any dosing level



Decrease in agitation by 48% - 67% depending on dosage (NPI agitation scale)



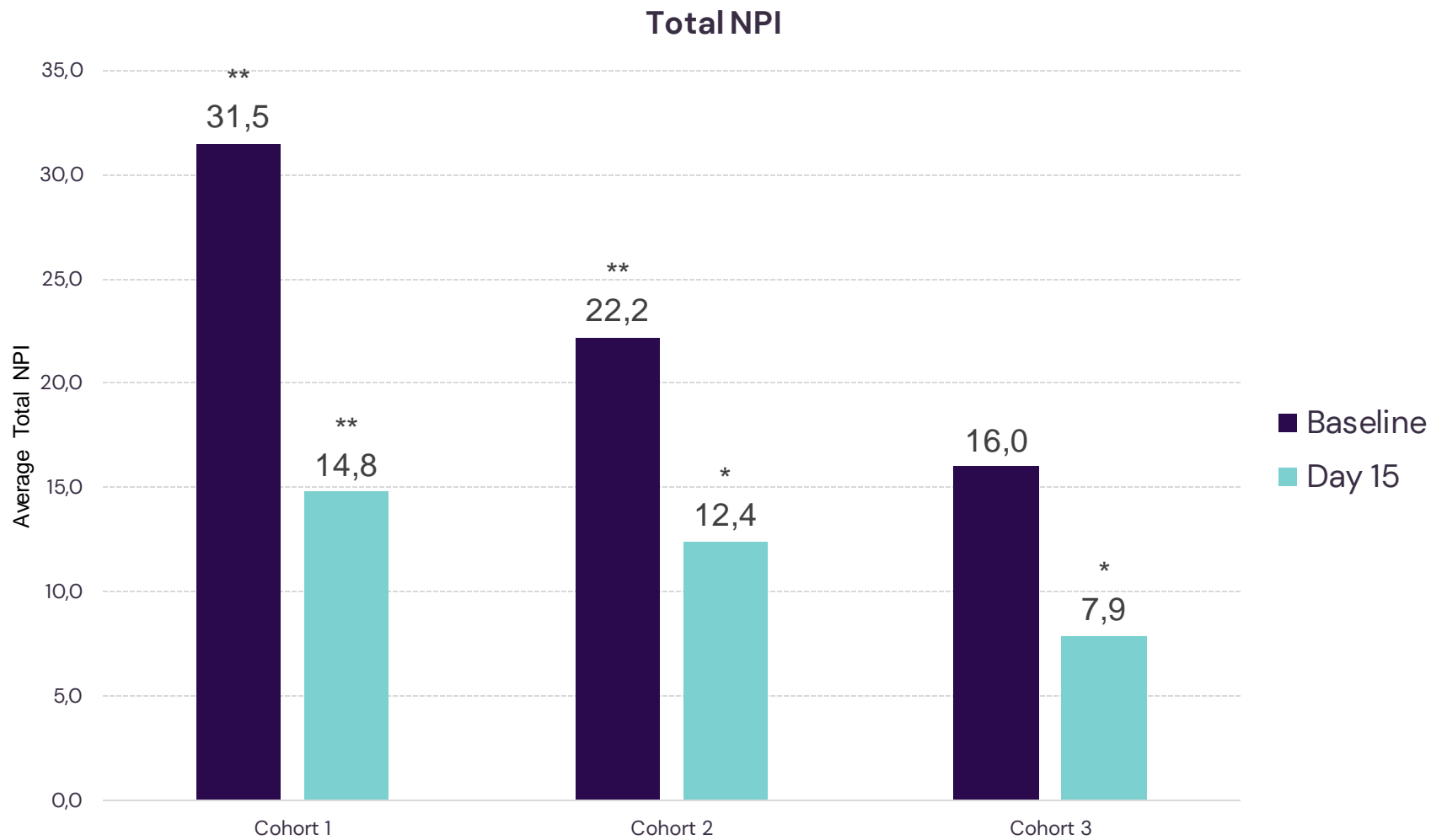
Decrease in depression by 67% - 75% depending on dosage (NPI depression scale)



Phase 1 findings show IGC-AD1 has potential to treat NPS in AD



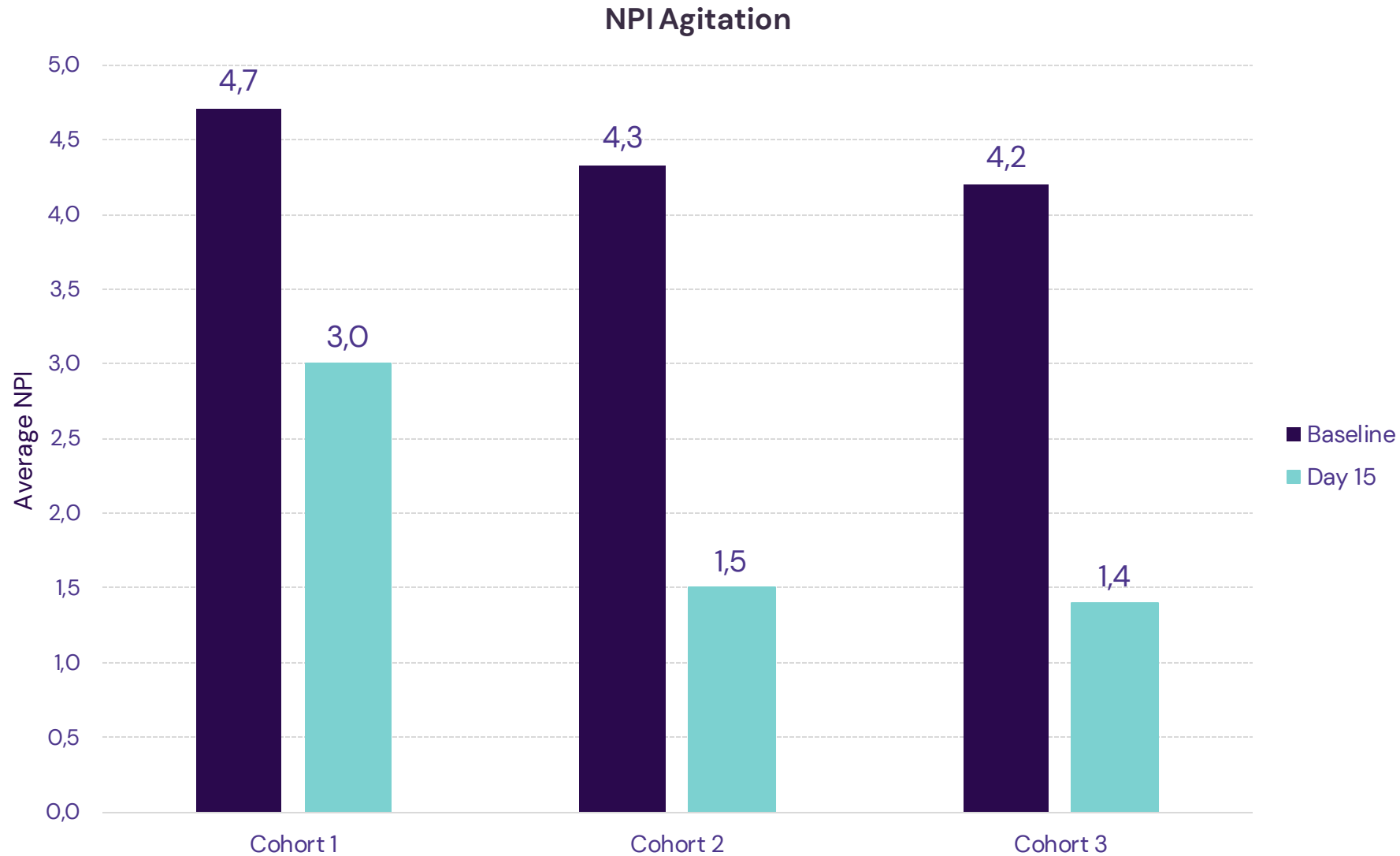
# Results on NPS: Neuropsychiatric Symptoms Measured by NPI Scores



## Results on NPS: Neuropsychiatric Symptoms Measured by NPI Scores

Patients taking IGC-AD1 intervention showed an **overall improvement in NPS**, and specifically in agitation, anxiety, and depression domains. Caregiver distress improved as well.

# Agitation Results



At three different doses, agitation improved both clinically and statistically ( $p < .05$ )

# Caregiver Testimonials

From our Phase 1 study

*"I want to tell you a story that brought incredible joy to me. We participated in your Phase 1 Clinical trial in Puerto Rico. After about a week of medication, one day I came home to find that she had made dinner and was dancing to music that she enjoys. That night she was coherent, was not agitated, and for a brief period she was almost her normal self. I also contacted IGC Pharma, because of the good benefits my mother had during her participation in the trial and to see if I could continue to get the medication."*

**Marcial D.**

*"I am a caregiver of my mother, who is 79 years old and suffers from this disease. Frequently, she shouts, screams and is physically aggressive. We have been dealing with, learning, and knowing each stage of this disease for eight years. It has been difficult, painful, and exhausting, as I was never prepared for this."*

**Rosa P.**



## AGITATION IN ALZHEIMER'S IS...

**Agitation:** Physical and verbal aggression, cursing, shouting, crying, repetitive movements.

**Currently,** there are **no FDA-approved medications** to alleviate agitation in AD dementia

**76% of Alzheimer's patients suffer from agitation**

**Agitation is associated with:**

- Higher admission rate to assisted living facilities
- Higher use of medications
- Long-term hospitalization
- Higher mortality

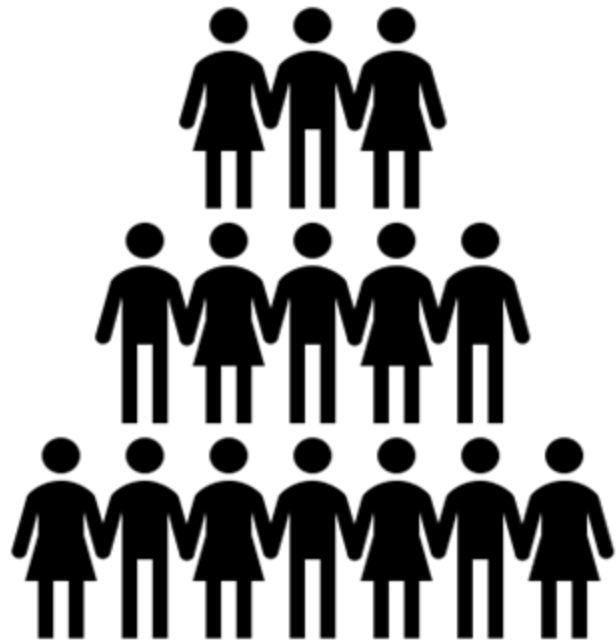
Sources: Alzheimer's Association; 2022 / Van der Mussele et al., 2015 / NIH Cannabis (Marijuana) Research Report ; 2020 / Supportive Care in Cancer volume 23, Page 819-822 (2015)



# ON GOING IGC-AD1 PHASE II TRIAL

## Placebo Controlled, Double Blind, Randomized, Multi Site

Phase II protocol seeks to show that IGC's low dose THC based investigational drug, IGC-AD1, is effective, compared to placebo, in lowering agitation in participants with Alzheimer's



### Objective

- Evaluate if **IGC-AD1** is superior to placebo in reducing agitation in a six-week trial

### Key Inclusion Criteria

- Individuals 60 years and above
- Diagnosis of AD with established and persistent symptomatology in agitation

### Sites

- 10-15 trial sites planned
- Admit a diverse population to look at both the impact of variations of:
  - **Gene CYP2C9** that metabolizes THC
  - **APOE e4**, a gene that increases the risk of getting Alzheimer's

Target Completion: **146 Participants**

## AD DRUG CANDIDATE 2

# TGR-63 Background

## TGR-63 A PROMISING PATH-BREAKING MOLECULE

- India-based Jawaharlal Nehru Centre for Advanced Scientific Research (JNCASR) created the **TGR-63 molecule**.
- IGC acquired exclusive rights to **TGR-63** from JNCASR researchers in 2022.
- Pre-clinical testing demonstrates that **TGR-63 holds potential to ameliorate plaque** due to AD.
- Behavioral tests with AD (APP/PS1) mice show that **TGR-63 can:**
  - ✓ **Rescue neuronal cells from amyloid toxicity**
  - ✓ **Minimize learning deficiency, memory impairment & cognitive decline**
- **Current status:** Toxicology and other studies leading to Phase 1 trials in progress.

\*Subject to FDA trials and approvals



# OUR DRUG CANDIDATES TARGETING AD

## TGR-63

### Treatment of **Disease**

A plaque aggregation inhibitor shown in pre-clinical trials to reduce neurotoxicity in AD cell lines and improve memory in AD mouse models.

## IGC-AD1

### Treatment of **Symptoms**

Our lead drug candidate has entered Phase 2 trials for treating agitation in dementia from Alzheimer's Disease.

# SENIOR SCIENTIFIC TRIAL TEAM

## Scientific Management



**Dr. Varduhi Ghazaryan, MD, MPH**  
Medical Director



**Dr. Saadia Shahnawaz, MD**  
Medical Director



**Dr. Juan Manuel Orjuela, MD**  
Neuropsychiatrist



**Jagadeesh Rao, PhD**  
Principal Scientist



**Diego Rodriguez, PhD**  
Senior Clinical Researcher



**Evelyn Gutiérrez, Chem Eng.**  
Scientific Manager





# SENIOR SCIENTIFIC TRIAL TEAM

## Inventors



**Prof. Chuanhai Cao, PhD**  
Professor of Pharmaceutical Science



**Prof. T Govindaraju, PhD, FRSC.**  
Professor - Bioorganic Chemistry



**Dr. L. Elliot Hong, MD**  
Professor Psychiatrist



**Dr. Krista Lanctôt, PhD**  
Professor & Director of  
Neuropsychopharmacology



**Dr. James Saunders, PhD**  
Ret. Professor, Molecular Biology



**Jeffrey L. Cummings**  
MD, ScD, is Chair of the ACTC  
Neuropsychiatric Symptoms Committee



Centre for Advanced Scientific Research



**MAX PLANCK INSTITUTE**  
OF MOLECULAR PHYSIOLOGY



# Board of Directors



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Prins**

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GMP



Cruelty-  
Free



Gluten-  
Free



VEGAN

# FOCUS AREA #2

**OTC Wellness Products  
Branded and White label  
Focused on women**



# Holief



Find freedom in your period

PMS



Rest up + recharge

SLEEP



Experience quick recovery

FITNESS



Heal the whole you

WELLNESS



# WOMEN'S HEALTH & WELLNESS SCIENCE



Vegan



Gluten Free



Paraben Free



Cruelty Free

- Non-GMO, vegan line of over-the-counter “OTC” wellness products with natural ingredients **designed for women by women.**
- **PMS, period cramps, fitness, & sleep, Holief™** covers a spectrum of wellness through a line of products that meets the highest standards and values
- From living an active lifestyle to handling daily stress, our goal is to give customers tools they need to feel their best
- **Our vision is to go beyond products**, creating a safe space where women can have open conversations about menstruation, sleep, fitness, mindfulness, and nutrition

**As Seen In**

**Women'sHealth**

**MARKETS  
INSIDER**

**UNITED  
HEMISPHERES**



# GMP Manufacturing Facilities

Wholesale

White  
Label

Private  
Label

Bulk

Contract  
Manufacturing

Filling &  
Packaging



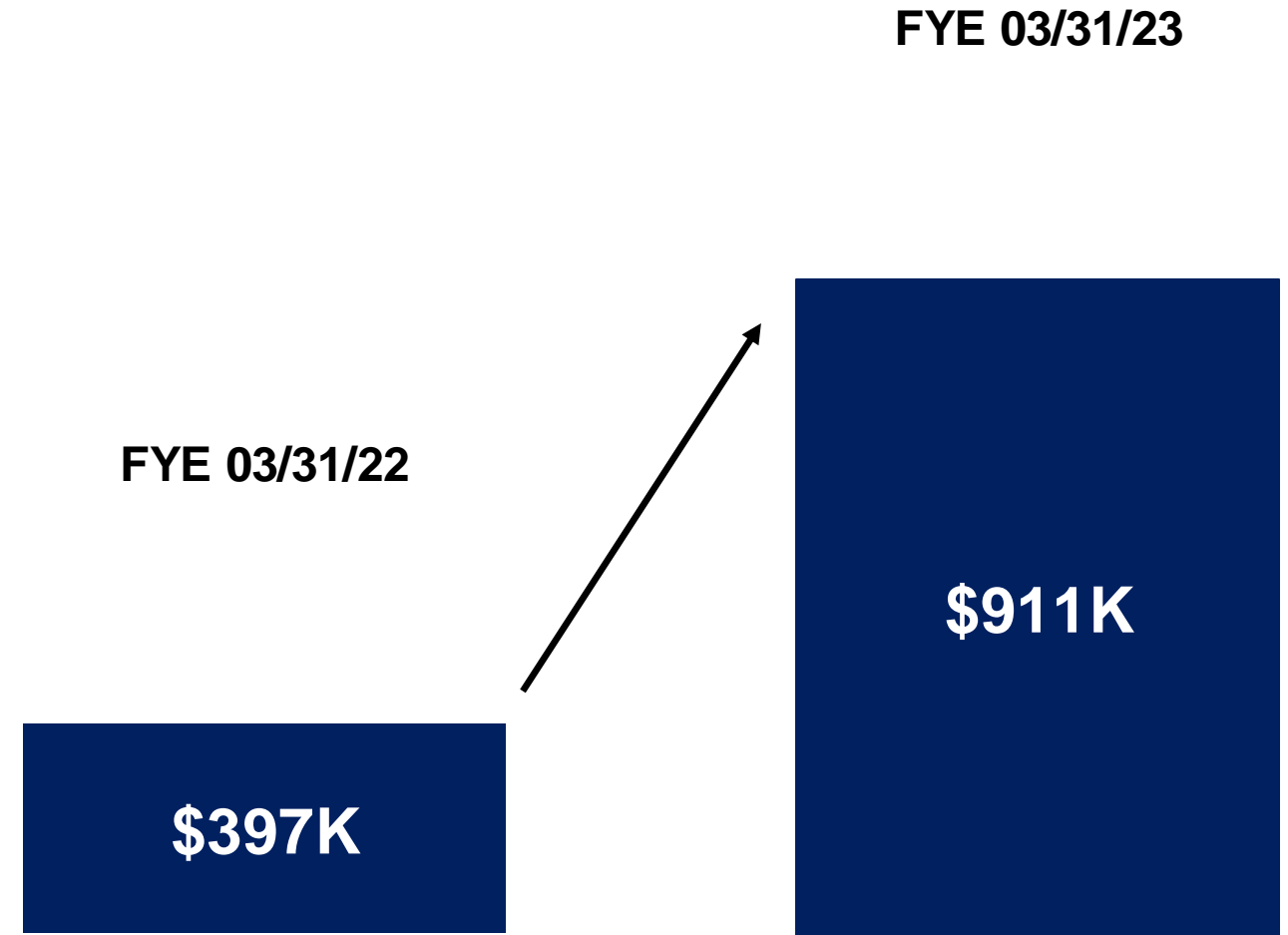
Located at: **Vancouver, WA, US.**

## FROM LAB-TO-MARKET

### Unique End-to-end Capabilities

- **Our formulations**
- **R&D:** Ability to source and manufacture product at scale
- **Brand creation, fulfillment & shipping**
- **E-commerce** and data analytics
- **Global customer engagement** through strategic partnerships, social media, and influencers
- **Affordable** and **fast time-to-market**

## SALES BEGINNING TO RAMP



# DIVERSE GROWTH OPPORTUNITIES

- ✓ Two Patent-protected investigational drug candidates targeting Alzheimer's, **IGC-AD1 & TGR-63**
- ✓ **IGC-AD1** is currently in **Phase 2B**. **TGR-63** is in tox studies
- ✓ **OTC** products targeting women's wellness generating revenue now
- ✓ Vertically integrated operations
- ✓ **Clean capital structure. No warrants/derivatives**





# POTENTIAL TO DRIVE SIGNIFICANT VALUE

	NORTH AMERICA AND EUROPE		
Individuals with AD	15M	15M	15M
Agitation in AD	11M	11M	11M
% adoption of drug (IGC-AD1)	3%	5%	10%
Annual Price/Patient of drug	\$1,200 – \$2,400	\$1,200 – \$2,400	\$1,200 – \$2,400
<b>Estimated Revenue</b>	<b>\$0.4B – \$0.8B</b>	<b>\$0.8B - \$1.3B</b>	<b>\$1.3B - \$2.6B</b>

## Key Market Factors



**No FDA approved drugs** for the treatment of agitation due to Alzheimer's exist today



Distribution strategy involves **direct to consumer** e-commerce accelerating time-to-market



Accessible at an **affordable price**

[www.alzheimer-europe.org/](http://www.alzheimer-europe.org/) - <https://www.alz.org/> - <https://www.hsph.harvard.edu/news/press-releases/alzheimers-international-survey/> - <https://www.alzint.org/about/dementia-facts-figures/dementia-statistics>

# ESTIMATED PUBLIC COMPANY VALUATIONS DURING TRIALS

## Assumptions

- Public in CNS.
- Year shows year when the company was in the Clinical Stage that is mentioned.
- Estimated valuation is the valuation at the time the company was closest to Phase entered the Phase that is mentioned.
- Current Market valuation is public valuation currently.

Script	Symbol	Clinical trial for disease	Name of formulation	Clinical Stage	Year	Estimated Market Valuation (in Millions)	Market Valuation in 2023 (in Millions)
<b>IGC PHARMA</b>	<b>IGC</b>	<b>AD</b>	<b>IGC-AD1</b>	<b>II</b>	<b>2023</b>	<b>\$20</b>	<b>\$20</b>
Axsome Therapeutics	AXSM	Pain: complex regional pain syndrome (CRPS)	AXS-02	II/III	2015	\$162	\$3,481
Acumen Pharmaceuticals	ABOS	AD	ACU193	I	2022	\$188	\$411
Acadia Pharmaceuticals Inc.	ACAD	Schizophrenia	ACP-103	PC/II	2006	\$265	\$4,747
BioVie Inc	BIVI	Parkinson's	NE 3107	II	2022	\$301	\$160
GW Pharma	JAZZ	Dravet Syndrome	GWP42003-P	I	2013	\$389	\$7,200

## ACTION ITEMS

- ✓ **Investor** & Public Relations Initiatives
- ✓ **Presentations** at Conferences, non-deal road shows
- ✓ **Communicate** trials for additional Alzheimer's Drugs in the pipeline
- ✓ **Complete** IGC-AD1 Phase II Trial by end of Q1 2024
- ✓ **Journal Publications**
- ✓ **Ramp consumer products** to provide non-dilutive funding





IGC Pharma, INC.

**CHANGING THE  
FUTURE TOGETHER**

**THANK YOU**



NYSE American: IGC

2 August 2023