



Management Presentation
December 2018

TSX-V: DVA

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Mission Statement



To Develop New Treatments Using Our
Unique, Proprietary Delivery Platform To
Address Unmet Patient Needs

Company Overview

Company Overview

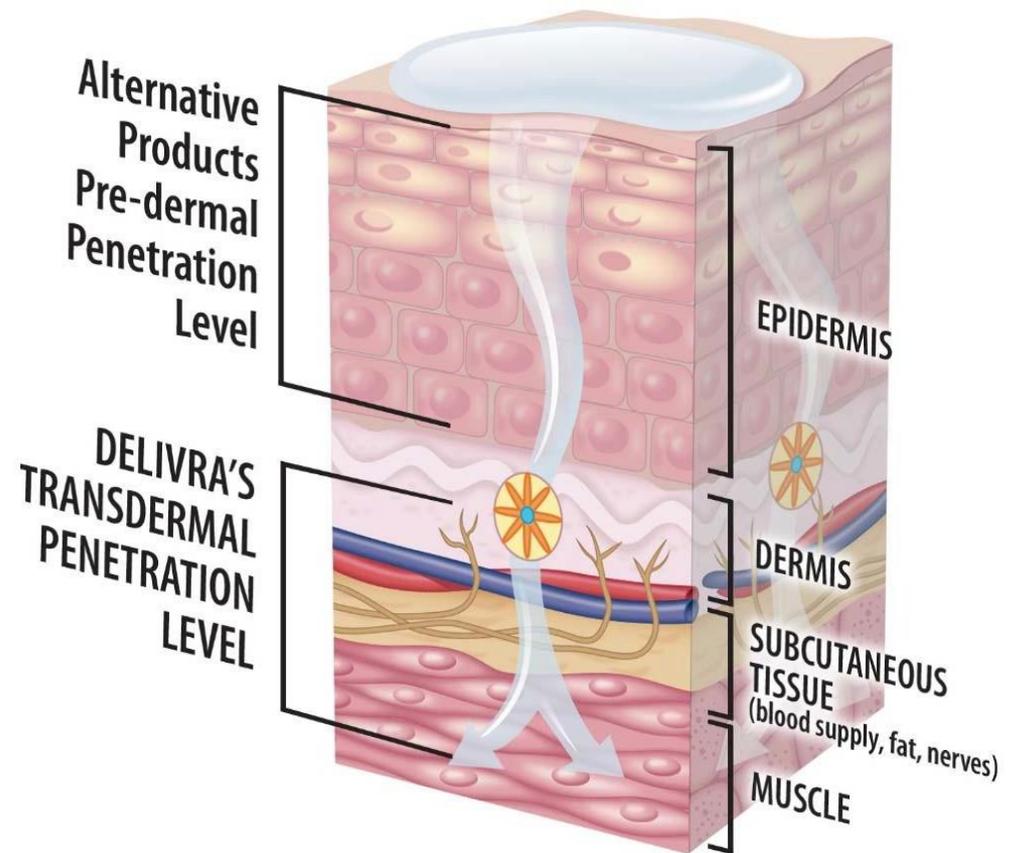
- Delivra is a specialty science company with a proprietary transdermal delivery system platform that shuttles pharmaceutical and natural molecules through the skin in a targeted and specific manner
- Extensive experience in greater bioavailable oral capsule, oral spray and water soluble formulations for standardized beverages and edible finished products
- Manufacture and sell a growing line of natural topical creams with a proprietary transdermal delivery system platform through its over-the-counter natural product brand LivRelief™
- Has developed several formulations for treatment of sleep and anxiety with opportunities for entry into the human/veterinary markets
- Strong IP with 7 patent-pending applications (4 registered)
- Developing a pharma portfolio for diabetic wound healing, inflammatory diseases, and cannabis-based therapeutics

Delivra System

- Delivra™ is a proprietary transdermal delivery system platform that shuttles pharmaceutical and natural molecules through the skin in a targeted and specific manner
- Delivra's base platform is manufactured using many plant-based extracts (as well as synthetic drugs under GMP-certified manufacturing) to yield liquid crystals and a polymeric water-oil emulsion used to maintain stability of the product during its life cycle
- Delivra Plus delivery platform uses FDA approved non-medicinal ingredients for a worldwide finished product (i.e. Advil Ibuprofen cream)
- Presently, Delivra has demonstrated the commercial success of the system for the treatment of localized pathologies ranging from limb pain to varicose veins, and wound healing products

Unique Proprietary Transdermal Technology

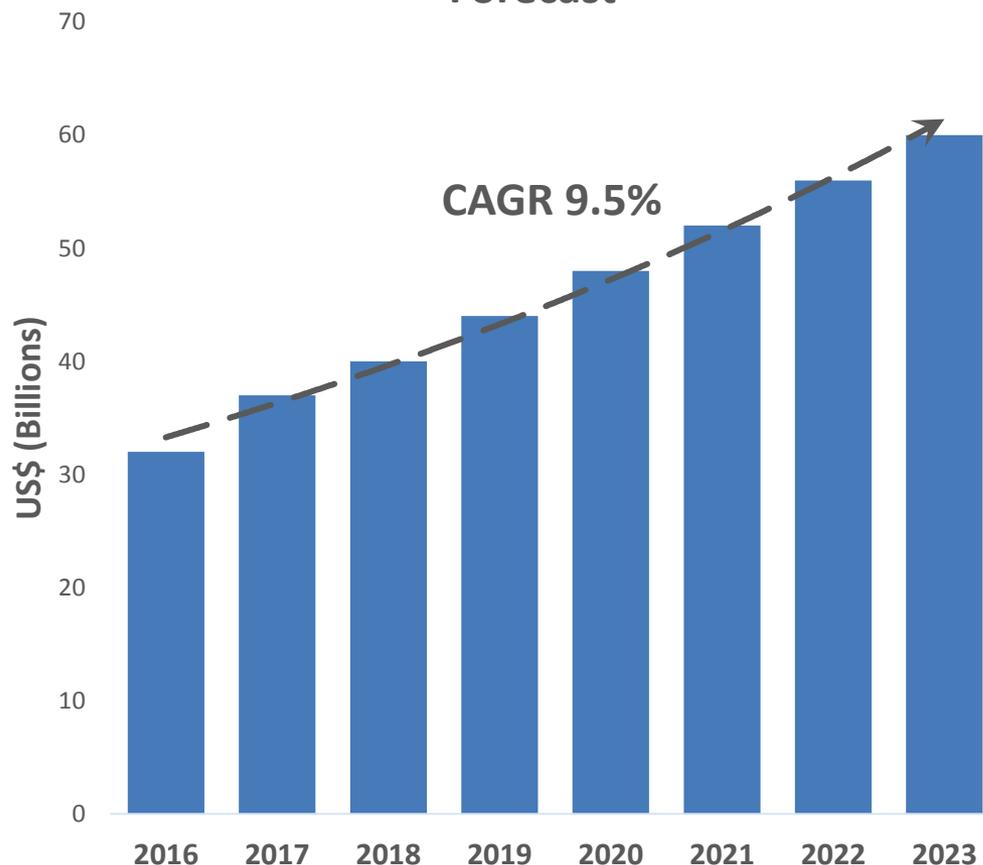
- Transdermal treatment is the application of a medicine or a drug through the skin
- The skin offers an accessible and convenient site for the administration of medications
- Delivra's unique transdermal system enables strong dermal absorption and controlled release of active ingredients



The Transdermal Industry

- The Global Transdermal Drug Delivery market was valued at US\$32B in 2016, and is estimated to reach US\$60B by 2023, growing at a compound annual growth rate (CAGR) of 9.5%
- High demand for potent, next generation therapeutics that are safer and more effective
- Delivra utilizes a proprietary transdermal delivery platform to shuttle drugs and natural molecules through the skin

Global Transdermal Drug Delivery Market Forecast



Source: Kelly Scientific, Infoholic Research LLP

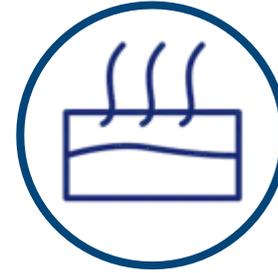
The Benefit of Transdermal Therapeutics



Pills

DRAWBACKS

- × Do not deliver drugs to a specific area
- × Do not survive the gastrointestinal tract well
- × Can harm liver
- × Can harm kidney
- × Can cause cardiovascular complications

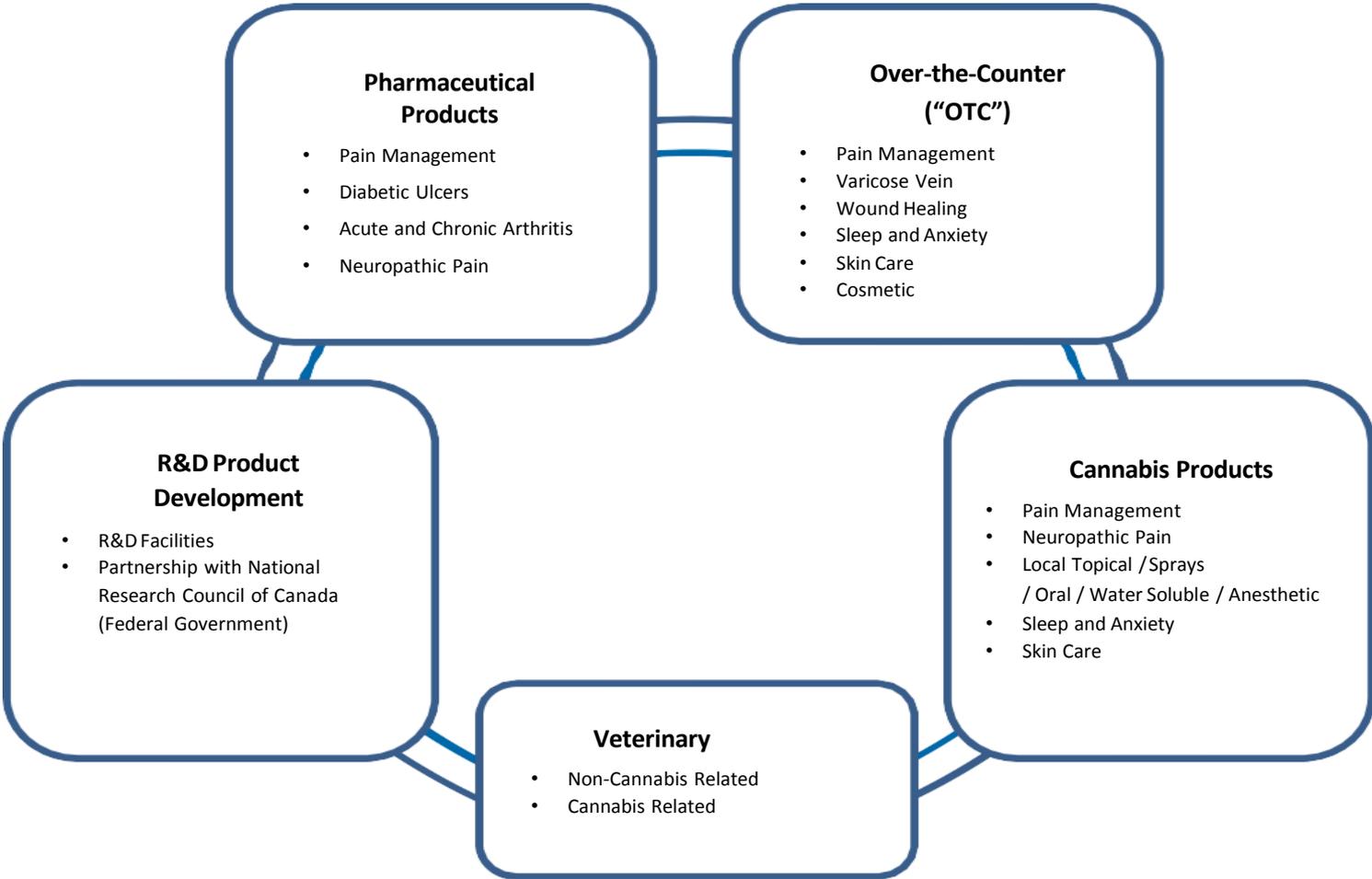


Transdermal

BENEFITS

- ✓ Targets specific pain areas
- ✓ Sustained time release
- ✓ Faster and longer lasting than oral analgesic pills
- ✓ Relieves pain without the risks
- ✓ Can be used as needed
- ✓ Safe and stable solution for dealing with chronic angry pain
- ✓ Safe with most other medications

Delivra's Five Key Pillars



Market Leader in Natural Topical Creams

- Delivra manufactures and sells a growing line of natural topical creams through its over-the-counter natural products brand: LivRelief™
- Products treat conditions such as:
 - Joint pain due to inflammation
 - Pain associated with muscle, joint inflammation, nerve, osteoarthritis, rheumatoid arthritis, diabetic neuropathy and shingles
 - Muscle pain, strains, ligaments, tendons and joint inflammation (product can be used for pre and post workouts for improved sports performance)
 - Varicose veins
 - Wound healing (specifically, healing cuts, burns and sores), as well as help relieve skin inflammations and irritations
- The **only topical pain** relief cream approved by Health Canada that uses the active bioflavonoid Rutin
- LivRelief™ has generated **over \$20 million in revenue** since inception, making it the **#1 choice for Canadian consumers**
- Cannabis products provide further treatment of pain as well as anxiety and insomnia



Unparalleled Distribution and Retail Partner Networks

- LivRelief™ products **available in ~6,000 retail locations** through a strong network of national distribution partners, including Shoppers Drug Mart, Rexall, London Drugs, McKesson Banners, Walmart, and Loblaws, amongst others
- Growth opportunities through different applications including roll-ons, sprays, patches and new packaging, as well as new products beyond the pain category



Pharmaceutical Product Development Portfolio

1 Diabetic Wound Healing



- **Doxycycline** is an antibiotic that is used in the treatment of a number of types of infections, but has drawbacks which include being unstable and oxidizing rapidly
- *pr***LIV-DOX** was introduced in 2017 to overcome **Doxycycline's** inherent drawbacks and allows the antibiotic to work as intended

2 Inflammatory Diseases



- Delivra uses an advanced topical formulation of **celecoxib**, an anti-inflammatory drug with an improved safety and efficacy profile
- This product, sold under the name **Celebrex**, has less harmful side effects (i.e. cardiovascular and gut upset), due to being a transdermal product, rather than a pill

3 Cannabis-Based Therapeutics



- **Current Cannabis Products include:**
 - LivRelief Nabilone Cream
 - LivRelief CBD Cream
 - LivRelief THC & CBD Cream
 - LivRelief CBD Marcaine Lidocaine & Epinephrine Cream
 - LivRelief CBD Buprenorphine Cream
 - LivRelief CBD Ketamine Cream
- Additional products in pipeline

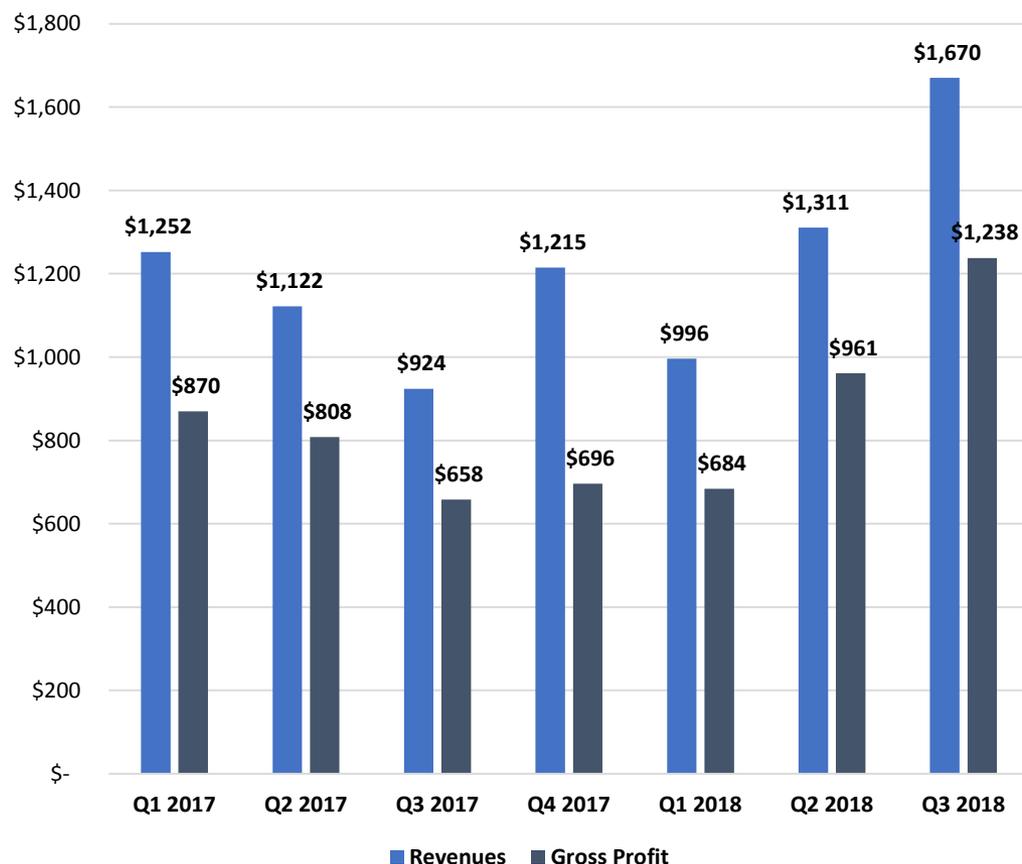
Quality Control on Cannabis-Based Therapeutics

- Regulation and legalization will significantly increase guidelines and requirements for product safety, consistency, and dosing accuracy
- Delivra conducts quality assurance and quality control (QA/QC) testing at a certified Good Manufacturing Practices (GMP) facility
- Delivra delivers **consistent, safe, and precise dosing**



Year Over Year Growth

Quarterly Revenues and Gross Profits
(\$ in Thousands)



- Generated **\$4.5M** in revenue in FY 2017, representing **20%** sales growth over FY 2016
- Reported revenue of **\$4M** for the nine months ended September 30, 2018, representing **21%** sales growth over comparative period
- Increased Q3 revenue in 2018 by **81%** compared to Q3 2017
- Increased LivRelief's market share in pain management since inception

Executive Team

Dr. Joseph Gabriele Chief Executive Officer, Chief Science Officer, and Director	<ul style="list-style-type: none">• Dr. Gabriele is the founder, inventor and visionary behind the Delivra technology• 11 years of innovation, development, and commercialization activities at Delivra• Doctorate in molecular pharmacology and assistant professor at McMaster University, Department of Psychiatry and Behavioral Neurosciences, as well as Special Graduate Faculty at the University of Guelph• Received numerous awards and scholarships during his Masters and Ph.D.
Pascal Attard, CPA, CA Chief Financial Officer	<ul style="list-style-type: none">• Joined Delivra in June 2015 as the Company’s Controller; subsequently became the Vice President, Finance in November 2016 and CFO in August 2018• Received his CPA, CA designation in 2009 from the Canadian Institute of Chartered Accountants, and received his Bachelor of Accounting degree from the University of Brock in 2006• Formerly a Corporate Controller for Red Tiger Mining Inc. and Manager of Assurance & Audit at a mid-market accounting firm
Howard Lichtman, MBA, LL.B. Chief Marketing Officer	<ul style="list-style-type: none">• President of The Lightning Group and Co-Founder of Ethnicity Multicultural Marketing + Advertising• Former Executive Vice President of Marketing and Communications for Cineplex• Ethnicity is a dynamic, integrated, full-service multicultural marketing and advertising agency• The Lightning Group finds paths to new revenue and provides Virtual Chief Marketing Officer services and “go-to-market” strategies for blue chip corporations• Educational background includes an MBA from the Schulich School of Business and a Law Degree from Osgoode Hall
Dr. David Baranowski Director of Research	<ul style="list-style-type: none">• Manages the day-to-day operations of the R&D segment of Delivra, with a strong focus on the regulatory pathways to product development• Has worked in the biotechnology industry for 10 years as a research scientist for various enterprises including CRP40 Inc. and Neurodyn Inc.• Received his Ph.D. at McGill University investigating the in vivo function of proteins involved in dementia and wound healing, cholesterol and lipid metabolism

Board of Directors

Carmine Fortino Director	<ul style="list-style-type: none">• Currently Executive Vice President of Metro Ontario Inc.• Has held several executive level positions that have concentrated on business development, brand & market positioning and new product & service development• Deep understanding of the food retail industry in Ontario following several posts at Loblaw Companies Limited, where his tenure included time served as an Officer and Executive Vice President of their Ontario division
David Thibodeau Director	<ul style="list-style-type: none">• Seasoned corporate finance executive within the wellness industry, with a successful business history• Spent 10 years in the capital markets industry where he lead multiples mergers and acquisitions and private financings
Jeff Hull Director	<ul style="list-style-type: none">• Has been in the investment industry for over 27 years and currently holds the title of Senior Financial Advisor, Manulife Securities Incorporated• Former owner in one of Canada’s largest privately-held financial institutions, which grew from \$50 million to over \$14 billion in assets under management in less than 10 years• Written about by numerous global media outlets and in a number of business books, including having a chapter dedicated to him in a book on legendary investing billionaire Warren Buffett
Paul G. Smith, ICD.D Director	<ul style="list-style-type: none">• Former Chair of VIA Rail Canada’s Board of Directors from 2010 to 2014 after having joined the board in September 2006• Previously the President & CEO of Equity Financial Holdings Inc., a Canadian financial services firm he co-founded• Director of several other companies before joining the private sector, and served as Executive Assistant to the Prime Minister of Canada

12-Month Outlook



Over the Counter Portfolio

- Grow sales through an effective marketing strategy, achieving greater return by focusing on more dense geographies
- Management expects to achieve positive EBITDA in Q4 2019



Pharmaceutical Product Development Portfolio

- Launch a suite of medical cannabis-based therapeutics targeting pain management
- Improve clinical support and experience for specialists prescribing pharmaceutical products in compounding pharmacies

Capital Structure

Current Share Structure	
Symbol	TSX-V: DVA
Shares Outstanding	47.5M
Fully Diluted	56.65M
Share Price	\$0.35*
52 Week High/Low	\$0.59 – \$0.27
Market Capitalization	\$16.62*
Management Ownership	29%

**Based on closing price on November 27th 2018*



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