



(Nasdaq: ZIVO)

Transformative Opportunities in Therapeutics & Nutrition

October 2023



SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

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- The Company's ability to raise the funds we need to continue our operations;
- The Company's goal to begin to generate revenues and become profitable;
- Regulation of our products;
- Market acceptance of our products and derivatives thereof;
- The results of current and future testing of our products;
- The anticipated performance and benefits of our product;
- The Company's ability to expand its intellectual property;
- The Company's ability to enter into strategic partnerships;
- The Company's ability to generate licensing fees; and
- The Company's financial condition or results of operations

In some cases, you can identify forward-looking statements by terms such as "may", "will", "should", "could", "would", "expects", "plans", "anticipates", "believes", "estimates", "projects", "predicts", "potential" and similar expressions intended to identify forward looking statements. These statements are only predictions and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance, or achievements expressed or implied by such forward-looking statements. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Also, these forward-looking statements represent our estimates and assumptions only as of the date of this report. Except as otherwise required by law, we expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained in this presentation to reflect any change in our expectations or any change in events, conditions or circumstances on which any of our forward-looking statements are based. We qualify all of our forward-looking statements by these cautionary statements.

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One Natural Source. Numerous Commercial Opportunities.

Developing novel therapeutics and functional food ingredients to power immune health



Currently Generating Revenue

- DTC launch in June 2023 of Zivolife™, a nutritional supplement for the human green powder and vegan protein markets



Longer-term Valuation Drivers

- Published studies support active therapeutics pipeline addressing billion-dollar opportunities in animal and human treatments through immune and other novel pathways



Robust and Versatile Products

- Numerous commercial applications in animal feed, functional and medical foods, dietary supplements, nutraceuticals and pharmaceuticals

- ✓ Patent-pending for use as an immune modulating candidate that may establish a new class of therapeutic products
- ✓ Potential for numerous therapeutic applications across three global mega-markets: human, livestock and companion animals



Nutrition (agtech)

- Growth and distribution of Zivolife, ZIVO's proprietary whole algal biomass, for use as a food or food ingredient to leverage its unique nutritional values
- The identified components of ZIVO's algae lead to many potential structure-function claims for nutrition and enhancement of overall health
- Retail product launched through our distributor, demand is exceeding supply



Therapeutics (biotech)

- Identification and development of extracts, fractions or molecules derived from proprietary algal polyculture
- For use in treating disease or other health conditions in humans and in animals
- Protected by patents, trade secrets and know-how
- Plan to monetize through licensings, joint ventures or other structures to leverage established manufacturing and sales and distribution of end products.

Our first revenue-generating, commercially-available product



\$247 million TAM by 2033

Global food & beverage microalgae market

Background

- ✓ Zivolife is natural, non-GMO and a source of plant-based protein, naturally occurring beta glucan and fiber
- ✓ Sustainable, whole-food product that delivers a wide range of nutrients contributing to overall health

Growing Market

- ✓ Rapid growth in demand for plant-based protein sources being driven by trends in healthy living, environmental sustainability and ethical considerations

Revenue Generation

- ✓ Entire Zivolife supply produced in first 18 months contractually committed for purchase by our distributor

Scale Up

- Collaboration with Alimenta Algae SAC to repurpose prior microalgae facility, to reach full capacity by mid-2025



Dairy Free



GMO Free



Gluten Free



Vegan





Committed Revenue Stream Grows with Scale

24,000 kg annual purchase commitment¹

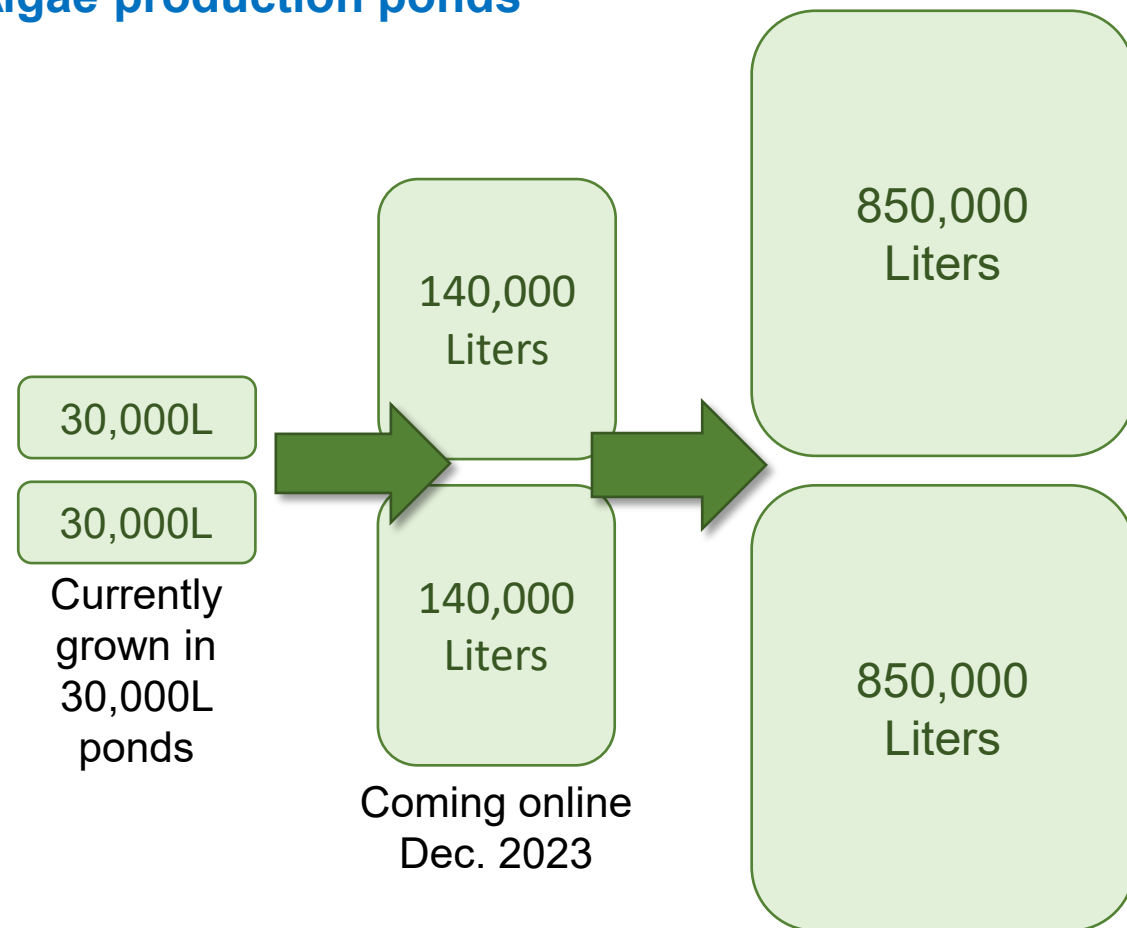
ZWorldwide is ZIVO's global distribution partner, with an initial focus on North America

- ✓ Commits to minimum annual volume purchases for 5 years
- ✓ ZWorldwide to purchase entire Zivolife supply for initial 18 months
- ✓ Annual commitment includes at least 24,000 kg of Zivolife

Scaling Plans to Meet Growing Demand

- ✓ Collaboration with Alimenta Algae SAC to convert development facility to commercial production
- ✓ Facility capable of producing up to 100,000 kg annually
- ✓ Planned to operate at full capacity by Q2 of 2025

Algae production ponds



¹ The purchase commitment is per year for 5 years, may be limited by production capacity



Significant Market Opportunity in Nutrition

Proprietary dried algal biomass as a food or food ingredient



Nutritive compounds found in ZIVO algae include functional food ingredients proven to enhance overall health in humans

Cultivation Model

- ✓ Presently growing in near-commercial scale cultivation ponds in central Peru with low startup cost, sustainability, high yield and continuous harvest
- ✓ We have optimized the production process for commercial product and now only need to scale up to commercial size ponds
- ✓ Multiple cultivation options exist (e.g., open ponds, photo bioreactors); important as we look for additional growers

Product Versatility

- ✓ Significant levels of protein, micronutrient and non-starch polysaccharides
- ✓ Ease of post-processing, utilize mostly industry-standard equipment
- ✓ Low taste and odor, takes flavorings well
- ✓ Cooperates well with other wet and dry ingredients
- ✓ Shelf stable, does not require refrigeration



Market Opportunity

\$6.3 billion in 2021

Protein supplement market (global)

\$300 million by 2026

U.S. green powder nutritional market





Significant Market Opportunity in Therapeutics

Bioproducts from Zivo proprietary assets feature broad therapeutic potential in animals and humans.



Initial Commercial Application

- ✓ Coccidiosis treatment designed to be introduced in poultry feed or drinking water - IP protected via global patents
- ✓ Study results show our product candidate as a replacement for antibiotics, ionophores and other chemical-based therapies
- ✓ Aligned with evolving industrywide expectations for a non-antibiotic approach and supports a commitment to providing safer and more sustainable solutions for animal health and the human food supply
- ✓ Our product candidate will be regulated for use through the USDA's Center for Veterinary Biologics
- ✓ Joint development agreement and/or license negotiations are next step upon successful 42-day *in vivo* validation study, beginning in October 2023 and to be concluded by year-end



Market Opportunity

\$10 billion

Worldwide annual cost of coccidiosis in poultry

\$5.8 billion by 2027

Worldwide animal antimicrobials market

\$753M in 2020 → \$1.1B by 2025

Global feed phytogenic market size growth

\$14.6B in 2020 → \$23.9B by 2028

Global animal growth promoters and performance enhancers market size growth



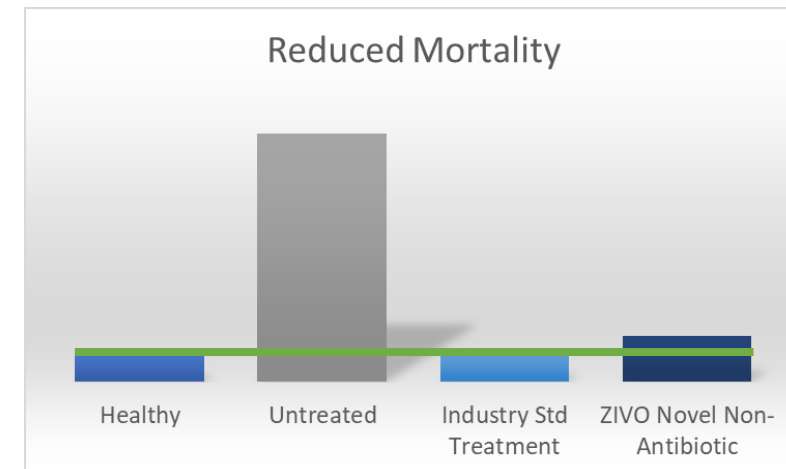
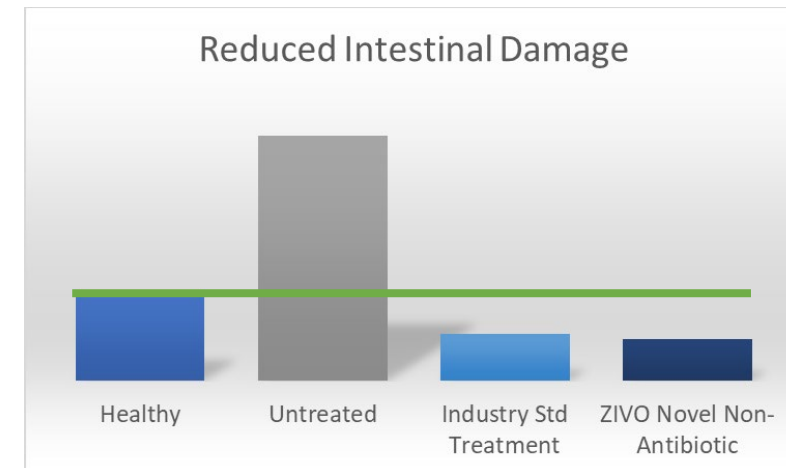
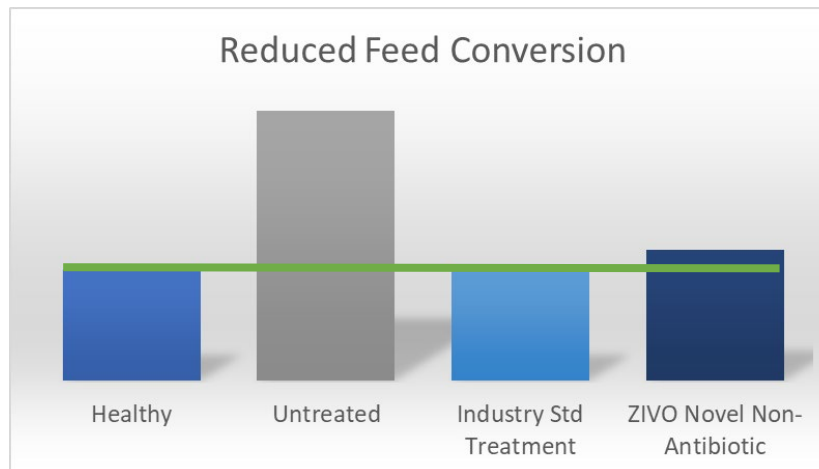
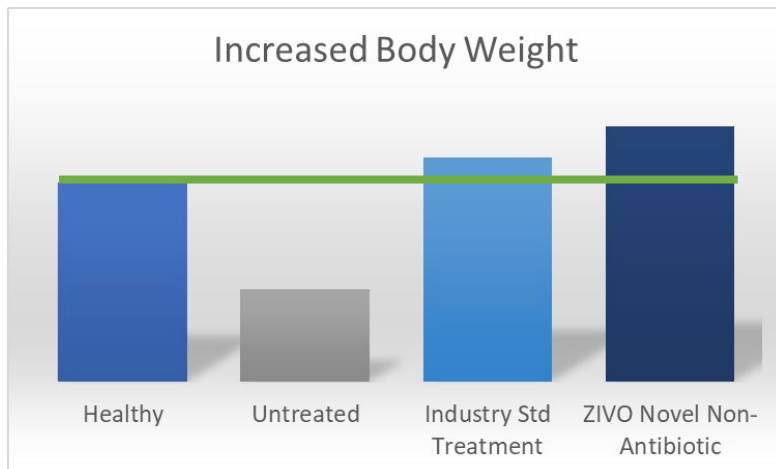
Validated Efficacy in Poultry through Numerous Studies

More than 20 independent research trials to evaluate the efficacy of ZIVO's bioactive compounds in the treatment of coccidiosis have been completed

Validated efficacy and mechanism-of-action studies in poultry gut health

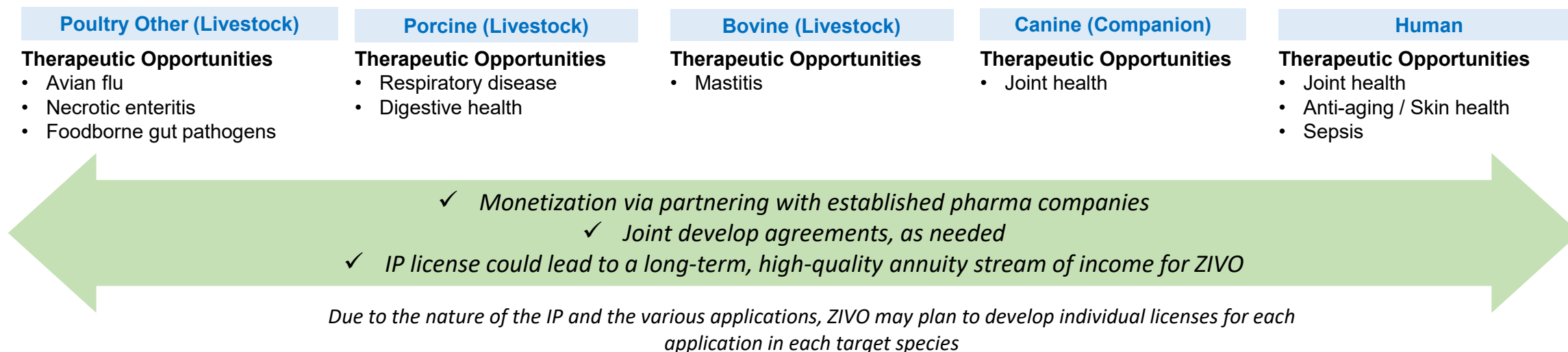
- ✓ Minimize or eliminate the negative effects of coccidiosis on the broiler chickens by numerous measures of gut health and overall well-being
- ✓ Reduce the incidence of Campylobacter, Salmonella, E. coli, and Clostridium perfringens (all significant sources of food-borne illness) in the digestive tract of broiler chickens in the absence of antibiotics or other antimicrobial compounds
- ✓ Reduced mortality
- ✓ Enhanced feed conversion, growth and body weight via increased nutrient uptake

Healthier Birds, Better Profitability, *Without Antibiotics/Ionophores/Chemicals*



Additional Therapeutic Opportunities

ZIVO will expand products/technology into other therapeutic opportunities, and employ a business model to license proprietary molecules or bioproducts to monetize its intellectual property portfolio



Animal Market Annualized

Vaccines: **\$9.2 billion**

Phytogenics: **\$0.8 billion**

Eubiotics: **\$3.9 billion**

Human Market Annualized

Antibiotics: **\$40.0 billion**

Eubiotics: **\$37.9 billion**

Autoimmune: **\$110.0 billion**

Antidiabetic: **\$48.8 billion**



Where ZIVO is Headed

Biotech

Biotechnology

Molecules
Compounds
Complexes

Poultry Digestive Health

- Prospective licensing or joint development deal
- Continue refinement of poultry product candidates
- Finalize product, commercialize successful market entry

Immune Modulating Product

- Commercial scale ramp-up of bioactive molecules
- Begin testing in swine and canine models

Intellectual Property Portfolio

- Targeting 50+ patents pending across the globe

Patents filed. Tested. Ready to license.
An opportunity for major value inflection.

AgTech

Agricultural Technology

Algal Biomass
Extracts
Dry Mixes

Strategic Partnerships & Regional Distributors

- ✓ Establish regional distributorships
- ✓ Form JVs to create new marketing channels, products

Production & Global Supply Chain

- Recruit agribusinesses globally as licensed growers
- Establish global supply chain with QC compliance
- Expand algae production in LATAM and North America

Product Development & Compliance

- Scale-up of Zivolife
- Topical skin health ingredient and formulated product launch in U.S., UK pending regulatory approvals

Currently generating revenue and ready to scale up.



Leadership Team



John B. Payne – President and CEO

Served on ZIVO's Board since 2013 and Chairman since 2019. He has a significant management experience in publicly-traded healthcare companies and currently also serves as Chairman of the Board for American Humane and as Vice Chairman of the Board of Regents at Ross University School of Medicine and School of Veterinary Medicine.



Harlan L. Miller III, PhD – VP Technology and Global Supply

Dr. Miller is a recognized expert in algal production systems, previously as Sr. Technology Director - Algenol Biotech, LLC. He manages international farm conversions SuperFarm engineering and global tech support, and also directs cultivation science and product development at Ft. Myers research facility.



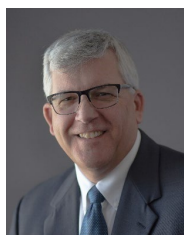
Keith R. Marchiando – CFO

25 years of functional experience and technical knowledge in corporate finance, planning, and accounting for manufacturing and technology firms. Mr. Marchiando holds broad responsibilities for all finance functions, HR, legal and IT matters. Mr. Marchiando is also corporate secretary and reporting/compliance officer.



Amy E. Steffek, PhD - Director R&D

Over 20 years in life science startups ranging across clinical/analytic research, study coordination and regulatory compliance. Dr. Steffek manages multiple research studies, analyses and reporting of research findings pertaining to the Company's proprietary, naturally derived compounds and bioactive molecules.



William P. Pfund, MS - VP R&D

Wide-ranging career in Big Pharma, life science startups and contract research orgs. Responsible for all R&D strategies aimed at developing and validating novel therapeutics and product candidates from ZIVO's proprietary bioproducts, leveraging specific expertise in analytical, in vitro, and in vivo sciences.



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