

Jaguar Health, Inc.

(NASDAQ: JAGX)

Overview – April 2022



Forward-Looking Statements

This presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding plans by Jaguar Health, Inc. (“Jaguar” or the “Company”) and Napo Therapeutics S.p.A. (“Napo Therapeutics”, formerly known as “Napo EU”) to develop and commercialize crofelemer in Europe (excluding Russia) for HIV-related diarrhea, short bowel syndrome and congenital diarrheal disorders with intestinal failure indications, the expectation that Napo Therapeutics will seek a public listing in the European Union (EU) within 2 years, the expectation that revenue generation for Canalevia®-CA1 will begin in Q2 2022, the timing of the expected conditional approval and launch of Canalevia®-CA2 for EID in dogs, the endpoints the Company intends to explore in studies, the Company’s plans to pursue a possible indication of symptomatic relief of diarrhea from cholera and other indications, the expectation that lechlemer may, upon approval, be a candidate to receive a tropical disease priority review voucher from the FDA for an indication for the symptomatic relief of diarrhea from cholera, the Company’s plans to pursue additional business development deals, plans to expand the geography for commercialization of crofelemer, the timing of the initiation, completion, and data results from proof-of-concept studies, field studies, investigator-initiated trials, sponsored studies, and other studies, and expected milestones appearing on the list of “Upcoming Milestones”, are forward-looking statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expect,” “plan,” “aim,” “anticipate,” “could,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential” or “continue” or the negative of these terms or other similar expressions. The forward-looking statements in this presentation are only predictions. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our business, financial condition and results of operations. These forward-looking statements speak only as of the date of this presentation and are subject to a number of risks, uncertainties and assumptions, some of which cannot be predicted or quantified and some of which are beyond our control. Please see the risk factors identified in our Annual Report on Form 10-K and our other filings with the SEC. The events and circumstances reflected in our forward-looking statements may not be achieved or occur and actual results could differ materially from those projected in the forward-looking statements. Readers are also advised that our projected sales do not take into account the royalties and other payments we will need to make to our licensors and strategic partners. Moreover, we operate in a dynamic industry and economy. New risk factors and uncertainties may emerge from time to time, and it is not possible for management to predict all risk factors and uncertainties that we may face. Except as required by applicable law, we do not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

What We Do: Develop New Ways and Novel Plant-based Medicines to Treat Gastrointestinal Disorders

From Tree to Bottle

Crofelemer was discovered through the science of ethnobotany



Mytesi (crofelemer 125mg delayed-release tablets) is FDA-approved for symptomatic relief of noninfectious diarrhea in adults with HIV/AIDS on antiretroviral therapy

Jaguar/Napo Product Portfolio – Crofelemer Pipeline in a Product

PRODUCT	INDICATION	DEVELOPMENT STAGE					
		PRECLINICAL	PHASE 1	PHASE 2	PHASE 3	APPROVED (US)	GEOGRAPHIC FOCUS OF CLINICAL ACTIVITY
Mytesi (crofelemer)	Noninfectious diarrhea in adults with HIV/AIDS antiretroviral therapy						
Mytesi (crofelemer)	Cancer therapy-related diarrhea (CTD)					<i>Phase 3 trial ongoing in US</i>	US
Liquid formulation of crofelemer	Orphan Indication: Short bowel syndrome with intestinal failure (SBS-IF)		<i>Initial focus of Napo Therapeutics for conditional approval; Crofelemer has orphan drug designation in the EU & US for SBS</i>				EU & US
Mytesi (crofelemer)	IBS - Diarrhea Predominant (IBS-D)						US
Mytesi (crofelemer)	Idiopathic/functional diarrhea [^]						US
Mytesi (crofelemer)	Inflammatory bowel disease (IBD)						US
Liquid formulation of crofelemer	Orphan Indication: Congenital diarrheal disorders (CDD)						US, EU & Middle East
NP-300 (Lechlemer)*	Symptomatic relief of diarrhea from cholera		<i>See footnote 1 below</i>		<i>Received preclinical services funded by the National Institute of Allergy and Infectious Diseases for dog and rat toxicity studies</i>		US

[^]Investigator-initiated trial (IIT)

¹Lechlemer, which has the same mechanism of action as crofelemer. The Company has previously evaluated the effects of crofelemer for the symptomatic relief and treatment of dehydrating diarrhea in cholera patients at the renowned International Centre for Diarrhoeal Disease Research (ICDDR, B) in Bangladesh.

*Potential opportunity for Priority Review Voucher (PRV)

Increasing Market Value: Progression from Supportive Care to Impact on Outcome/Cost of Care to Treatment Modifying

Global market for gastrointestinal agents (Rx & OTC) expected to reach \$21 billion by 2025¹

Indication	# of Competitors	Market Size/Potential
HIV-D	0	Jaguar estimates the U.S. market revenue potential for Mytesi® to be ~\$50-70 mm in gross annual sales
Cancer Therapy Related-D	0	1.8 million new cancer cases in US in 2020; >1 mm undergo targeted therapy and/or chemo annually, increasing 5% in last 2 years. ² Comparable supportive care (i.e. CINV) global market projected to reach \$2.7 bn by 2022⁴
Short Bowel Syndrome-Intestinal Failure/Congenital Disorders-D	0	~10,000 to 20,000 people in U.S. have SBS and approximately the same number in Europe. Orphan-drug designation provides potential accelerated approval. Estimated annual U.S. revenue for Takeda's SBS drug Gattex: ~\$555 mm. Global SBS market expected to reach \$4.6 billion by 2027 with a CAGR of 26% from 2020 to 2027 (doesn't include potential contribution from crofelemer novel mechanism of action)
Irritable Bowel Syndrome-D	3	~15% of adult population. Most IBS products have estimated revenue potential >\$1.0 bn ⁶
Irritable Bowel Disorder (Additive to anti-inflammatory therapy)	0	Estimated 1,171,000 Americans have IBD ⁷
COVID-associated diarrhea	0	Assuming ~25% population infected with COVID, diarrhea in acutely infected COVID patients and in COVID recovery patients suffering from long-hauler syndrome could be greater than 50 mm people in EU.
Symptomatic relief of diarrhea from cholera	0	Priority review vouchers have sold for \$60mm to \$350mm⁸

¹Research and Markets 2017 report: "Global Gastrointestinal agents Market Size, Market Share, Application Analysis, Regional Outlook, Growth Trends, Key Players, Competitive Strategies and Forecasts, 2017 to 2025"

²[https://www.annalsofoncology.org/article/S0959-7534\(21\)01121-2/abstract](https://www.annalsofoncology.org/article/S0959-7534(21)01121-2/abstract)

³Heron Therapeutics, Inc. Form 10-K for the fiscal year ended December 31, 2016

⁴<https://www.prnewswire.com/news-releases/chemotherapy-induced-nausea-and-vomiting-cinv-market-expected-to-reach-2659-million-by-2022-611755395.html>

⁵<https://www.mynnewsdesk.com/us/medical-technology-news/pressreleases/short-bowel-syndrome-market-global-industry-analysis-size-share-trends-revenue-forecast-2020-to-2027-3069433>

⁶Merrill Lynch forecasts peak US sales of roughly \$1.5 bn for Ironwood's Linzess (<http://247wallst.com/healthcare-business/2015/04/27/key-analyst-sees-nearly-30-upside-in-ironwood>); Rodman & Renshaw estimate peak annual sales of Synergy Pharmaceuticals' Turalance at \$2.3 bn in 2021 (Source: <https://www.benzinga.com/analyst-ratings/analyst-color/17/03/9224181/analyst-synergy-pharma-could-achieve-sustainable-profit>)

⁷Kappelman, M. et al. Recent Trends in the Prevalence of Crohn's Disease and Ulcerative Colitis in a Commercially Insured US Population. Dig Dis Sci. 2013 Feb; 58(2): 519-525

⁸<https://www.raps.org/regulatory-focus/news-articles/2017/12/regulatory-explainer-everything-you-need-to-know-about-fdas-priority-review-vouchers>

Value Drivers—Near Term

➤ Expected Near-term Value Drivers

- ❖ Complete enrollment for Phase 3 CTD trial
- ❖ Proof-of-concept trials for SBS & CDD
 - ❖ Support EAP EU
- ❖ Business development activity

➤ 2022: The Year of Canalevia®

- ❖ **Q2, 2022:** Canalevia-CA1 product revenues
- ❖ **Q1-Q3 2022: Multiple PR & dog owner events**
 - ❖ Launch of *Canine Cancer: Take C.H.A.R.G.E. (Canine Animal Health ReGistry Exchange)*
- ❖ **Jaguar Animal Health vet exhibits:**
 - **Jan. 15-19:** Veterinary Meeting & Expo (VMX): Orlando
 - Conducting *CID Treatment Forum* for vets
 - **Mar. 6-9:** Annual Western Veterinary Conference (WVC): Las Vegas
 - Conducting *CID Treatment Forum* for vets
 - **Apr. 9-12:** Veterinary Cancer Society (VCS) Mid-Year Conference: Puerto Vallarta, Mexico
 - **Jun. 23-25:** American College of Veterinary Internal Medicine (ACVIM) Forum: Austin



Canalevia®-CA1 (Crofelemer), the First and Only Treatment for
Chemotherapy-Induced Diarrhea (CID) in Dogs to Receive Any Type
of Approval from FDA

How Common Are Neoplasia and Cancer in Canines?

~100 mm post-pandemic dogs in US

Approximately 1 in 4 dogs will, at some stage in their life, develop neoplasia. Almost half of dogs over the age of 10 will develop cancer. According to the National Cancer Institute, roughly 6 million new cancer diagnoses are made in dogs each year in the U.S.

Pet owners' willingness to pay for life saving treatments and procedures increases with patient comfort.

For the most part, dogs receive human chemotherapeutic agents during treatment and suffer the same side effects as humans, which means ~40% of treated dogs may have their chemotherapy reduced, changed, or discontinued due to diarrhea—which can compromise the full benefit of the chemotherapy agent.

Similar dynamics to human specialty market, though with greater correlation between gross revenue and net revenue with pet owner paying out of pocket

Global Growth Potential—Strategy: Risk Mitigation

Hold global rights to FDA-approved product with:

- Chronic safety profile
- Commercial manufacturing in place
- Multiple potential follow-on indications addressing large patient populations in need
- Phase 2 and/or proof-of-concept data for most target indications

Build value recognition in Jaguar by all stakeholders:

- “Live within our means”: Mytesi HIV and Canalevia-CA1 sales
- Business development partnerships to progress pipeline development globally
 - Revenue sharing distribution & license agreement with Quadri Pharma for multiple target indications in Middle East markets
 - Named patient program opportunity
 - Knight Therapeutics license for Canada and Israel
 - Napo Therapeutics license for EU
 - Jaguar also holds majority equity stake in Napo Therapeutics



How Mytesi Works

How Mytesi Works

- **Mytesi is a non-opioid that works differently from other treatments for GI dysfunction**



With Mytesi, it's about waterflow

Mytesi normalizes waterflow in the GI tract

Less water flowing into your GI tract = less watery diarrhea = greater
nutrient absorption opportunity



Mytesi acts locally in the GI tract



**Opioid medicines (i.e., Imodium, loperamide) work by
slowing down your GI tract, i.e., opioid constipation
risk**



**Mytesi is a non-opioid, non-antibiotic, non-addictive
drug approved for chronic use**

Expansion of Crofelemer Indications – Multiple “Shots on Goal”

Cancer Therapy-related Diarrhea, OnTarget PHASE 3 Trial

Impact on Outcome

➤ Impact on outcome

- ❖ Roeland, et al: Patients with cancer-related diarrhea (CRD) nearly 2.9 x higher cost than patients without CRD
- ❖ Okhuysen, et al: **Patients with CTD 40% more likely to discontinue chemotherapy or targeted therapy than those without CTD**

➤ IIT Phase 2 data presented at San Antonio Breast Cancer Symposium, December 2021

- ❖ Statistical significance on collection of secondary endpoints that map to primary endpoint of Phase 3 OnTarget trial

➤ Features of single Phase 3 pivotal trial, OnTarget:

- ❖ **Planned Label:** Prophylaxis and symptomatic relief of diarrhea in adult patients with solid tumors receiving targeted cancer therapies with or without cycle chemotherapy
- ❖ **Primary endpoint:** Reduction in the average number of weekly loose/watery stools over a 3-month period following prophylactic oral daily dosing of crofelemer (or placebo) over the 3-month period; continuous endpoint
- ❖ **Principal investigator (MD Anderson); US and expanding to international sites**
- ❖ **256 patients, dbpc (double-blind, placebo-controlled)**
- ❖ **Enrollment expected to be complete in 1H 2023**

SBS: Initial Focus for Napo Therapeutics Under Exclusive License to Crofelemer for Europe

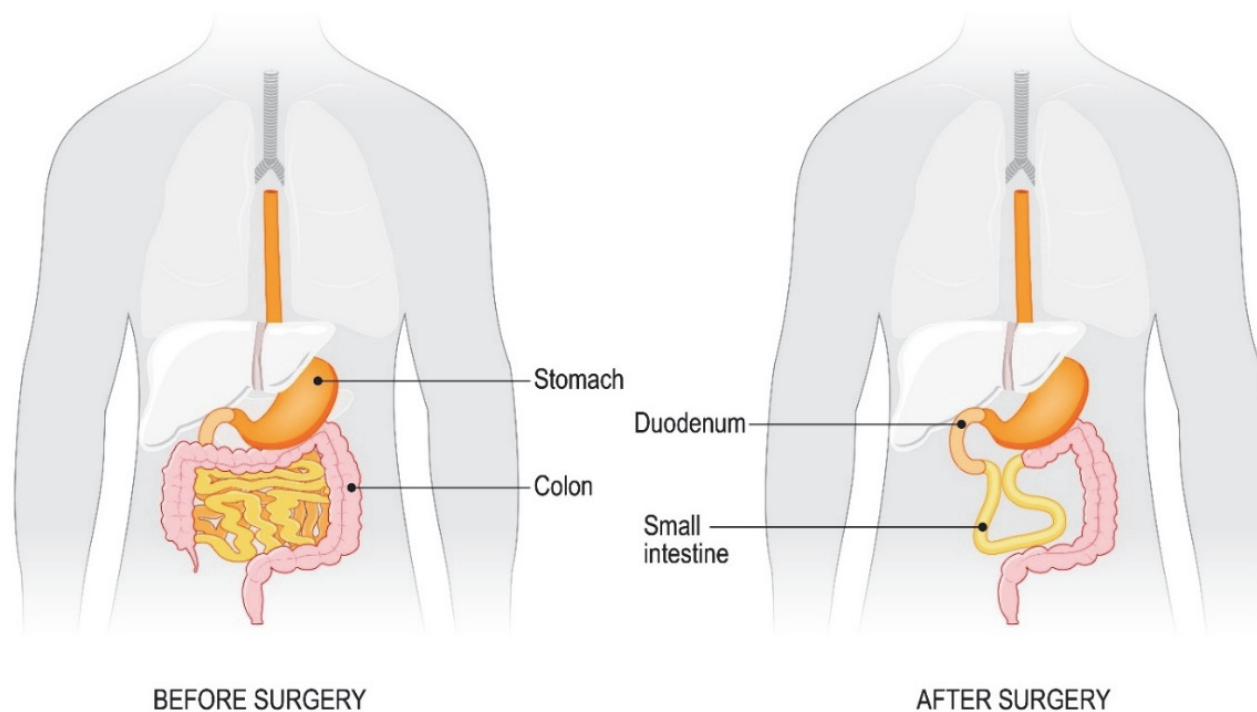
- Napo Therapeutics pursuing a rare disease business model
 - Orphan drug designation received in US and EU for crofelemer for SBS
- **Typical license terms:** Up-front fees, milestone payments, royalties, transfer pricing of finished product
- Jaguar Health has access to clinical data generated for regulatory utilization outside of Europe
- **Finished product:** Highly concentrated liquid formulation of crofelemer, distinct from Mytesi
- Jaguar also has majority ownership of Napo Therapeutics
- **Key milestone in next 12-15 months: Completion of proof-of-concept study(s) in support of EAP revenue generation**



The Short Bowel Patient's Life - Catastrophic Loss of Bowel

The Need for Lifelong Parenteral Nutrition

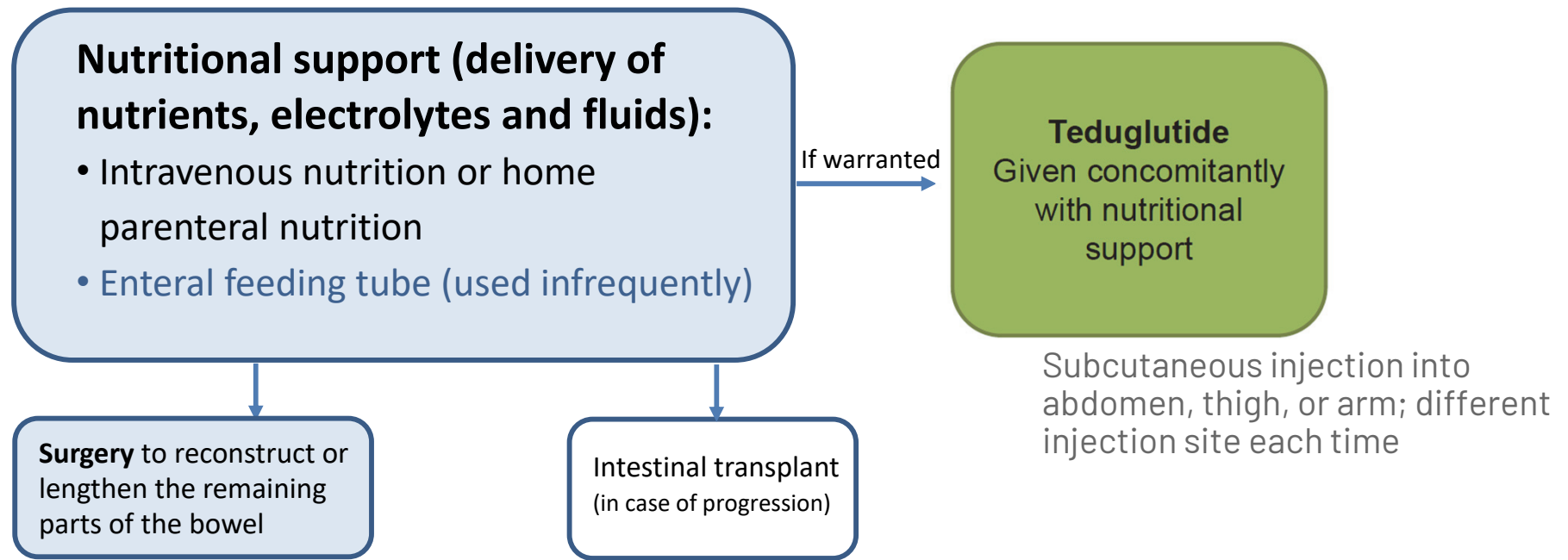
- ❖ Catastrophic loss of bowel due to surgical resection of diseased or necrotic bowel (normal 15-25 feet to 5 or less feet)



- ❖ SBS patients suffer from **malnutrition**, **dehydration**, **imbalances of fluids and salts**, **excessive intestinal fluid output**, and **risk of organ failure**.

Crofelemer May Reduce Need for Parenteral Nutrition and Other Invasive Disease Management in SBS-IF Patients and Improve Quality of Life

Treatment Pathway



- Multiple biosimilars in development by other companies
- Despite limited treatment options, global SBS market expected to reach \$4.6bn 2027 according to a report by Vision Research Reports
- Teduglutide currently ~2.7% market share
- Teduglutide cost of ~\$200-500k/year

Napo Therapeutics: Majority Owned Italian Subsidiary of Jaguar Health

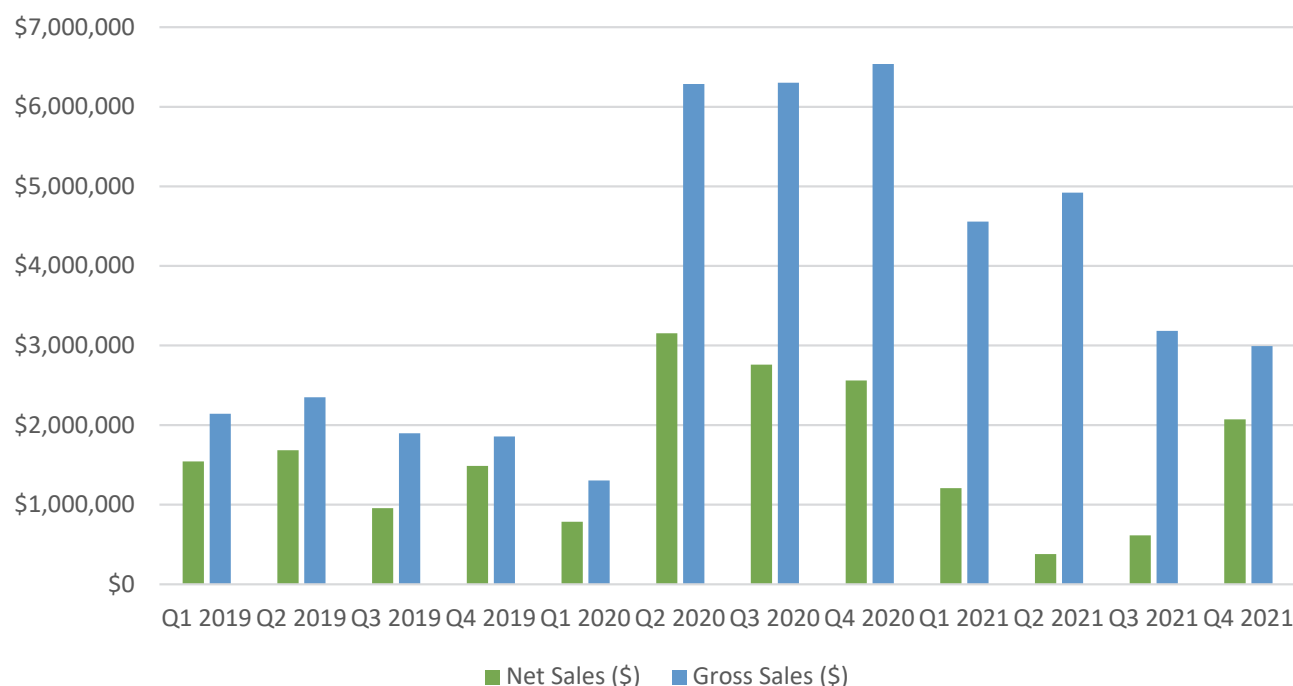
[Nasdaq: JAGX]

- **Napo Therapeutics' Mission:** Rare disease business model
- *Initial orphan target indications:* **Short bowel syndrome with intestinal failure (SBS-IF), and congenital diarrheal disorders (CDD)**
 - Pursuing accelerated conditional marketing authorization from the European Medicines Agency (EMA) under orphan drug designation
 - **Investigator-initiated proof-of-concept trials for SBS & CDD**
 - **Support revenue generating EAPs (Early Access Programs) in EU due to the high unmet medical need – likely 2023**
 - **Expect to seek public listing in EU within 2**
 - **Additional licensed rights to crofelemer:** All indications in Europe*, including cancer therapy-related diarrhea (CTD), HIV-related diarrhea, and other crofelemer pipeline indications



Implemented Comprehensive Patient Access Program April 2020: *NapoCares*TM

- **Fourth quarter 2021 Mytesi net revenue was approximately \$2.1 million versus approximately \$0.6 million in the third quarter of 2021, representing an increase of 230% along with an increase in gross-to-net ratio from approximately 19% to approximately 70%**



A line-by-line reconciliation of gross sales to net sales is included in the appendix on the final slide of this presentation

¹Note Regarding Use of Non-GAAP Measures

Gross sales percentages issued by the Company are based on gross sales figures that represent Mytesi orders placed by wholesalers with Jaguar's third-party logistics warehouse which generate invoiced sales and cashflow for Napo. Gross sales is used internally by management as an indicator of and to monitor operating performance, including sales performance of Mytesi, salesperson performance, and product growth or declines. The Company believes that the presentation of gross sales provides a closer to real-time useful measure of our operating performance. Gross sales is not a measure that is recognized under accounting principles generally accepted in the United States of America ("GAAP") and should not be considered as an alternative to net sales, which is determined in accordance with GAAP, and should not be used alone as an indicator of operating performance in place of net sales. Additionally, gross sales may not be comparable to similarly titled measures used by other companies, as gross sales has been defined by the Company's internal reporting practices. In addition, gross sales may not be realized in the form of cash receipts as promotional payments and allowances may be deducted from payments received from certain customers.

Entheogen Therapeutics Initiative

Entheogen Therapeutics Initiative to support the discovery and development of novel, **plant-based** medicines derived from psychoactive plants for treatment of mood disorders, neuro-degenerative diseases, addiction, depression, other mental health disorders, CNS disorders & non-opioid analgesics.

- Leverage Napo's proprietary library of approximately 2,300 plants and approximately 3,500 plant extracts with ethnomedicinal investigation
- Seeking next generation first-in-class agents, novel mechanisms of action, disease modifying agents
- Compound identified active in animal models of psychoses and schizophrenia
- Jaguar's distinct capability based on successful development and commercialization of Mytesi, the first-and-only oral plant-based prescription medicine approved under FDA Botanical Guidance
- Jaguar pursuing collaborations with corporate partners with skillsets for development of CNS/psychoactive therapies

Eight key agents being pursued by psychedelic-focused companies:

- LSD and derivatives
- Psilocybin and derivatives (mushrooms in the genus *Psilocybe*)
- Iboga and derivatives
- Toad sections from *Bufo Alvarius* 5-MeO-DMT
- MDMA (referred to as ecstasy or Molly)
- Ketamine
- Mescaline and derivatives (peyote is most well-known source but not only source)
- DMT and derivatives (most well-known source is the *Banisteriopsis* and *Psychotria viridis* mixture known as Ayahuasca)



Picralima nitida plant, the source of the active ingredient alstonine



Peyote (*Lophophora williamsii*), a source of mescaline

Milestones

- **Q2 2022:** License and distribution deal in Middle East with Quadri
- **Q2 2022:** Q2, 2022: Revenue generation Canalevia®-CA1
- **Ongoing in 2022:** Commercial launch activities for Canalevia-CA1
- **Ongoing in 2022:** Business development partnership(s) related to pipeline & global commercialization
- **Mid-2022:** Filing of an Investigational New Drug (IND) Application with FDA for NP-300 (lechlemer) in support of initiation of a Phase 1 lechlemer study in **2H 2022** for cholera
- **Mid-2022:** Proof of concept patient dosing for SBS
- **2022 & 2023:** Completion of investigator-initiated proof-of-concept studies of crofelemer for SBS and CDD, supporting the potential for expanded patient access through programs in Europe for these diseases
- **Q3 2022:** Conditional approval & launch of Canalevia™ -CA2 for EID in dogs
- **1H 2023:** Complete enrollment in Phase 3 CTD study



Capitalization Table & Debt – Fully Diluted

Capitalization as of March 10, 2022, Post-Split 3:1

Common Shares Outstanding, voting (authorized 150M shares)	77,053,990
Non-Voting Common ¹	673
Options Outstanding	
Equity Incentive Plan ²	2,455,317
Options available for grant (includes 2020 New Employee Inducement Plan) ³	3,112,125
RSUs	465,194
Other – consultants	38,333
Warrants – Jaguar ⁴	217,044
Warrants – Series 1 (July 2019 offering)	145,396
Warrants – Series 2 (July 2019 offering)	133,730
Warrants – Other	66,938
Total Warrants ⁴	563,108
Fully Diluted Shares ⁵	83,688,740

Debt largely from Royalty arrangements as of December 31, 2021: \$28.2 million, net of discounts

¹Represents 673 non-voting Common Stock convertible into shares of Common Stock, voting on a 1:1 basis.

²Includes 2,455,317 options granted to officers, directors, employees, and consultants (10,254 options are equal to and above \$92.40 strike price and 2,492,838 options are between \$0.95 - \$8.04)

³Options available for grant: 3,079,514 under 2014 EIP (includes of 2.4M shares from the Evergreen provision effective 01/01/2022 and 32,611 under 2020 New Employee Inducement Award Plan.

⁴Bridge warrants from July 2019 offering 190,622 and the weighted average price of all warrants is \$7.17.

⁵(2022 New Hire Inducement 500K shares not included above). 43.9% of the Company's authorized shares of Common Stock are available for future issuances. This excludes the OASIS Capital line of credit.

Jaguar/Napo Pharma Executive Management Team

Name / Title	Experience
Lisa Conte Founder & CEO	30+ years of industry experience - Obtained first anti-secretory human product FDA approval - Board of Directors of Healing Forest Conservancy - Raised over \$400 mm - Member of Editorial Advisory Board of <i>Life Science Leader</i> magazine
Carol Lizak, MBA Chief Financial Officer	20 years of corporate controllership and financial planning and analysis experience under U.S. GAAP & IFRS 10+ years with public companies including foreign subs (5 years in biopharma)
Steven King, PhD Chief Sustainable Supply, Ethnobotanical Research & IP Officer	- Served as head of sustainable supply, ethnobotanical research & IP: 1989-2020 - Board of Directors of Healing Forest Conservancy
Pravin Chaturvedi, PhD Chief Scientific Officer Chair of Scientific Advisory Board	25+ years drug development experience - Co-Founded Scion, IndUS and Oceanix Pharmaceuticals - Successfully developed Mytesi® (first pivotal adaptive design) and 7 pharmaceutical products
Karen J. Brunke, PhD Executive VP, Corporate & Business Development	30+ years experience in research, operations and BD in pharma/biotech - Primary responsibility in deals with MedImmune, Astellas; closed GSK deal - Successfully developed GMOs at Sandoz while Research Director - April 2022: Jaguar revenue sharing distribution & license agreement with Quadri Pharma
Darlene Horton, M.D. Chief Medical Officer	- Biopharmaceutical veteran and leading clinical development expert 25 years experience in development of investigational and commercialized biopharmaceutical and drug-device combination products; experienced in design of SBS clinical programs
David Sestin, PhD Chief Manufacturing Officer	- Pharmaceutical scientist with experience from drug discovery through manufacturing - Developed crofelemer manufacturing process
Jonathan Wolin, JD, MBA, CPA Chief of Staff, Chief Compliance Officer & General Counsel	Extensive experience providing legal advice and guidance to public and private companies in the healthcare and biotechnology industries
Ian H. Wendt, MBA Chief Commercial Officer	Has held commercial leadership roles across sales, marketing and operations at some of the largest brands in the pharmaceutical industry over past 25 years
Michael K. Guy, DVM, MS, PhD VP, Preclinical & Nonclinical Studies	20+ years experience in animal and human pharmaceutical development, including clinical development, manufacturing, regulatory and pre-clinical drug discovery

Board of Directors

Name / Title	Experience
James Bochnowski Chairman	• Founder of Delphi Ventures, one of the first VC firms to focus exclusively on investing in life sciences companies • Co-founded Technology Venture Investors
Lisa Conte Founder, CEO & President	• 28+ years of industry experience • Obtained first anti-secretory human product FDA approval
John Micek III Director	• Managing Partner of Verdant Ventures • Former Managing Director of Silicon Prairie Partners, LP
Jonathan B. Siegel Director	• Founded JBS Healthcare Ventures with a focus on public and private healthcare investments • 18+ years of investment experience
Greg Divis Director	• CEO of Avadel Pharmaceuticals • 28+ years of direct operating and global leadership experience in specialty pharmaceuticals

Investment Highlights

Mytesi (Crofelemer): FDA-Approved Human Drug

- Only FDA-approved diarrhea treatment that's been studied specifically in adults with HIV / AIDS
- Supply chain in place

Planned Crofelemer Expansion

Progression from supportive care to impact on outcome/cost of care to treatment modifying

- Napo Pharmaceuticals' CTD - Phase 3 OnTarget Study
- SBS with intestinal failure - treatment modifying
- 3 IITs (functional diarrhea, IBS, CTD)

Non-dilutive Financing for Jaguar

- Royalty deals to fund CTD
- License to Napo Therapeutics
- Partial sale of potential PRV funds cholera program (and NIAID funding)
- Strong cash position

Canalevia™-CA1 for chemotherapy-induced diarrhea (CID) in dogs

- Canalevia-CA1 FDA conditionally approved December 2021
- Estimated 6 mm new cancer diagnoses in dogs each year in US; 25-40% experience diarrhea
- Management of CID in dogs is a comfort issue for dogs and may also help dogs better tolerate chemo and improve the home/living environment for owners

Strategic Partnerships

- Unencumbered global commercial rights to Mytesi/crofelemer pipeline
- License deals completed in Europe, Canada, Mid-east; on-going discussions Asia, LATAM
- Entheogen Therapeutics Initiative leveraging proprietary 2,300-plant ethnobotanical database

Strong Management Team

- Key management has been with the company for >20 years
- Chairman of board and key investors have invested for >30 years

Proprietary Position

- ~146 patents (majority do not expire until 2027 - 2031) and ~43 patents pending
- Sustainable supply of commercial scale of raw material sourcing
- Botanical guidance protection – no practical generic pathway





Jaguar Health, Inc. (NASDAQ: JAGX)

Investor Relations Contact

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Appendix A – GAAP and Non-GAAP Basis

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Mytesi Gross Sales	\$ 2,143,513	\$ 2,350,058	\$ 1,897,417	\$ 1,858,006	\$ 1,303,954	\$ 6,287,979	\$ 6,303,021	\$ 6,538,564	\$ 4,558,333	\$ 4,922,011	\$ 3,184,205	\$ 2,992,372
Mytesi allowance for sales discounts	\$ (463,269)	\$ (542,708)	\$ (417,306)	\$ (527,752)	\$ (329,608)	\$ (2,418,488)	\$ (2,806,542)	\$ (3,228,596)	\$ (2,828,991)	\$ (3,954,384)	\$ (2,048,143)	\$ (919,593)
Mytesi allowance for sales returns	\$ (32,146)	\$ (25,789)	\$ (30,999)	\$ (31,383)	\$ (18,487)	\$ (77,929)	\$ (106,910)	\$ (69,911)	\$ (20,446)	\$ (47,429)	\$ (36,220)	\$ -
Mytesi wholesaler fee	\$ (104,977)	\$ (96,828)	\$ (155,098)	\$ (147,649)	\$ (120,850)	\$ (638,296)	\$ (630,288)	\$ (679,001)	\$ (501,380)	\$ (541,416)	\$ (485,652)	\$ -
Adjustment for product donations	NA	NA	\$ (336,934)	\$ 336,934	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Mytesi Net Sales	\$ 1,543,121	\$ 1,684,733	\$ 957,080	\$ 1,488,156	\$ 835,009	\$ 3,153,266	\$ 2,759,280	\$ 2,561,056	\$ 1,207,515	\$ 378,781	\$ 614,190	\$ 2,072,779