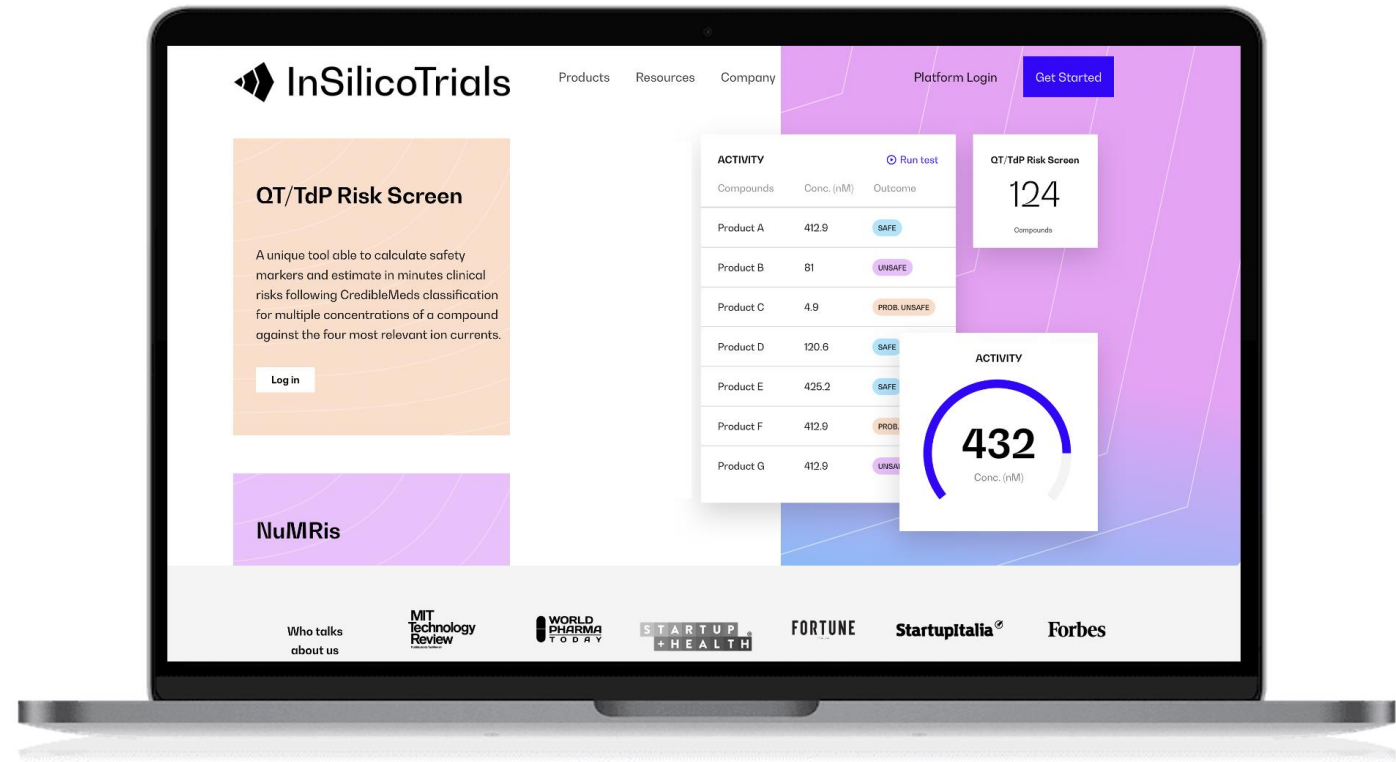




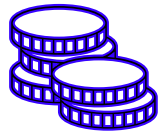
Hyper-accelerate drug and medical device development

Overview Presentation

November 2022



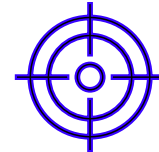
Mind-blowing Cost of Drug and Medical Device Development



\$ 2.6 Bn



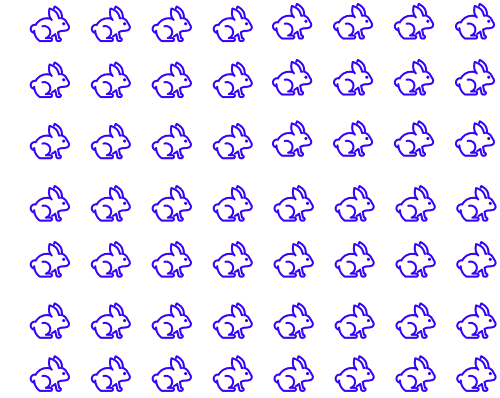
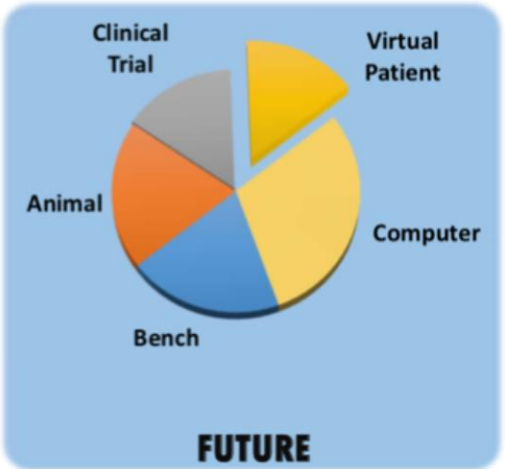
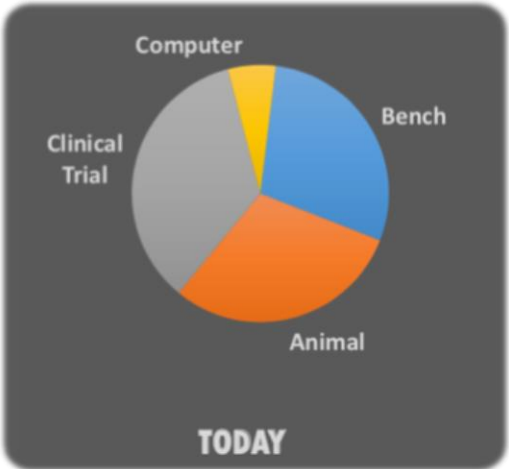
12 years



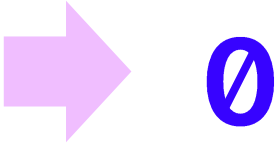
90% fail



Both FDA and European Parliament endorse innovation in clinical trials



Current Situation
12 M



EU Future*
0 M



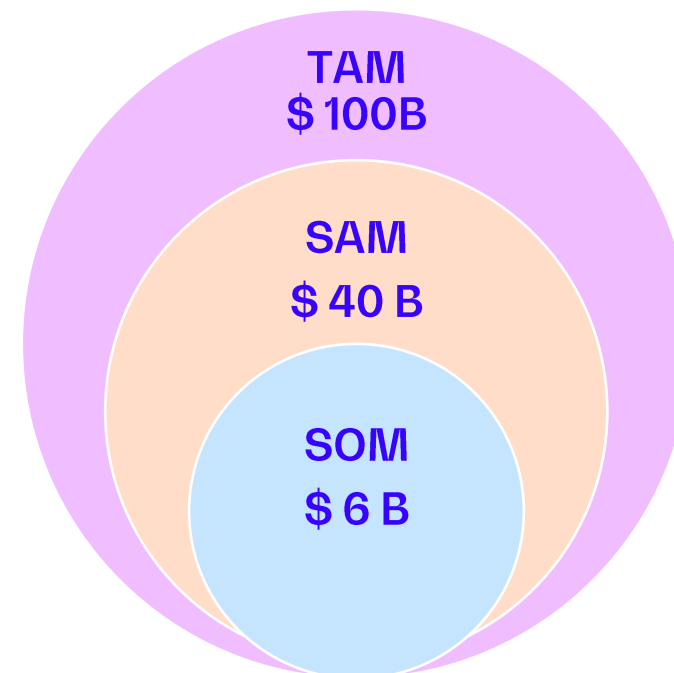
*<https://www.europarl.europa.eu/news/it/press-room/20210910IPR11926/meps-demand-eu-action-plan-to-end-the-use-of-animals-in-research-and-testing>



A big shift in the Pharma R&D Market

\$ 254Bn

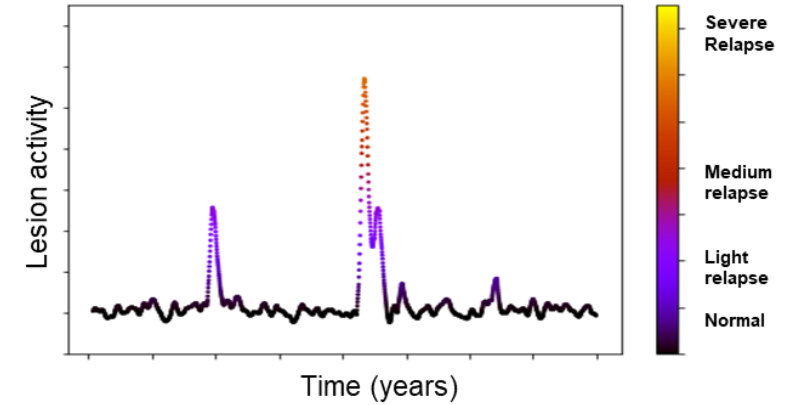
Global spending
on pharmaceutical
R&D in 2026*



OUR PLATFORM SOLUTION

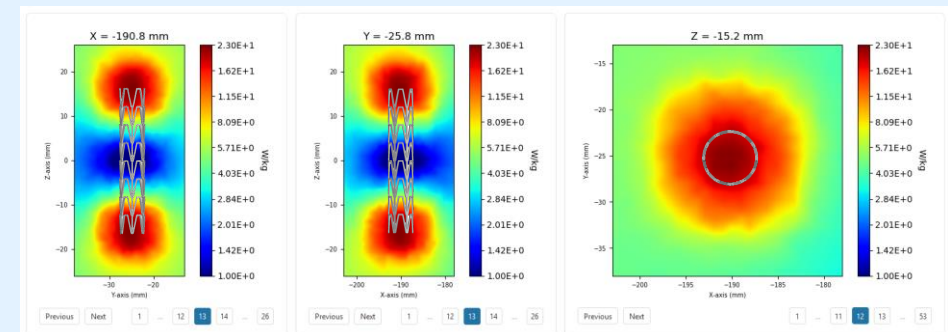


Multiple Sclerosis Treatment Simulator



From 4 months to 1 hour **99.9% time-saving**

Magnetic Resonance Implant Safety



From 3 weeks to 3 hours **99.5% time-saving**

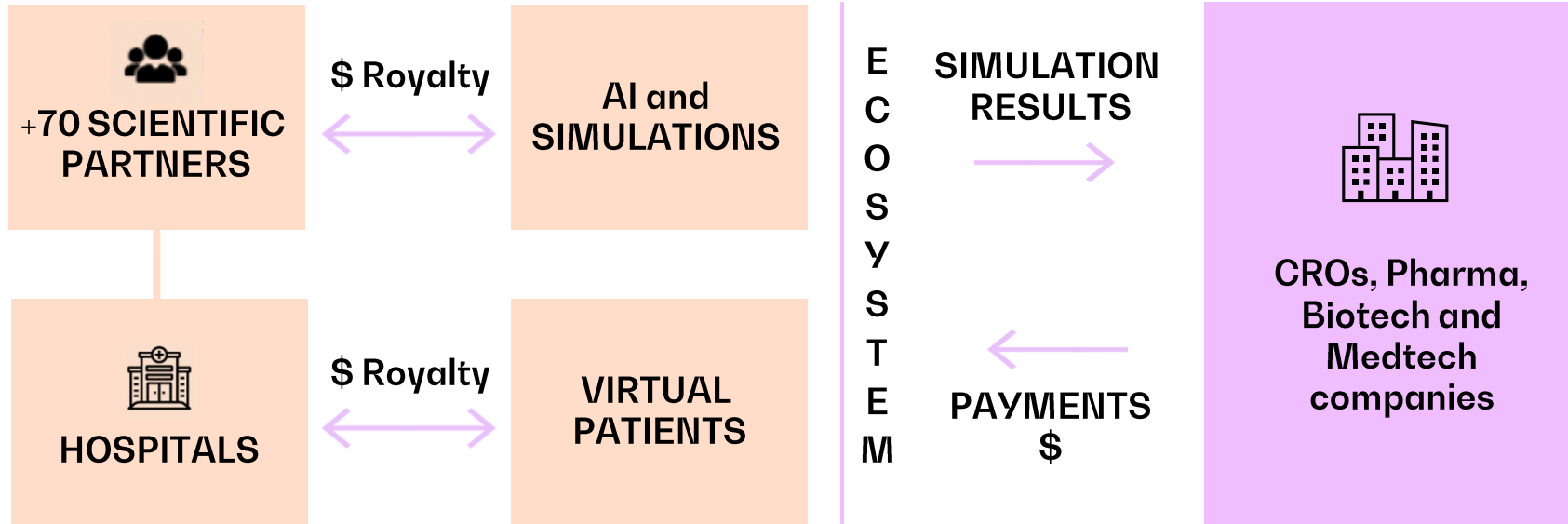


OUR BUSINESS MODEL

PROVIDER

INSILICOTRIALS PLATFORM

CUSTOMERS



Strongly differentiated value proposition with a unique formula

THE CLINICAL TRIALS TECH MARKET MAP

Digital Twins & Biosimulations



Worldwide R&D
Scientific Community

Company Proprietary R&D

InSilicoTrials has been selected as a key worldwide player in the Clinical Trials Tech Market 2021 report of CB Insight



Go To Market Strategy

	Direct Channel		Indirect Channel
Target Customer	Big Pharma	Emerging Biotech (Scale-up phases - from Series A to listed)	Commercial Partners
Description	Dev Pipe > 30 compounds	Dev. Pipe < 30 compounds or Market Cap < \$400M	Big & Specialized CRO Innovation Hub, System Integrator
Persona	Innovation, Market Access, Pre-Clinical/Clinical Development etc...	Founder, C-Levels, Managing Director, etc...	Business Development, Open Innovation, Partner, etc...
Selling Pitch	Specific product based on customer's aches and pains	In Silico Approach for several development phases	Based on partner's customers portfolio
How	Outbound Companies (Based on Nominated list of Account) // Events // Partners		Outbound // Events



Market Traction

Main Customers



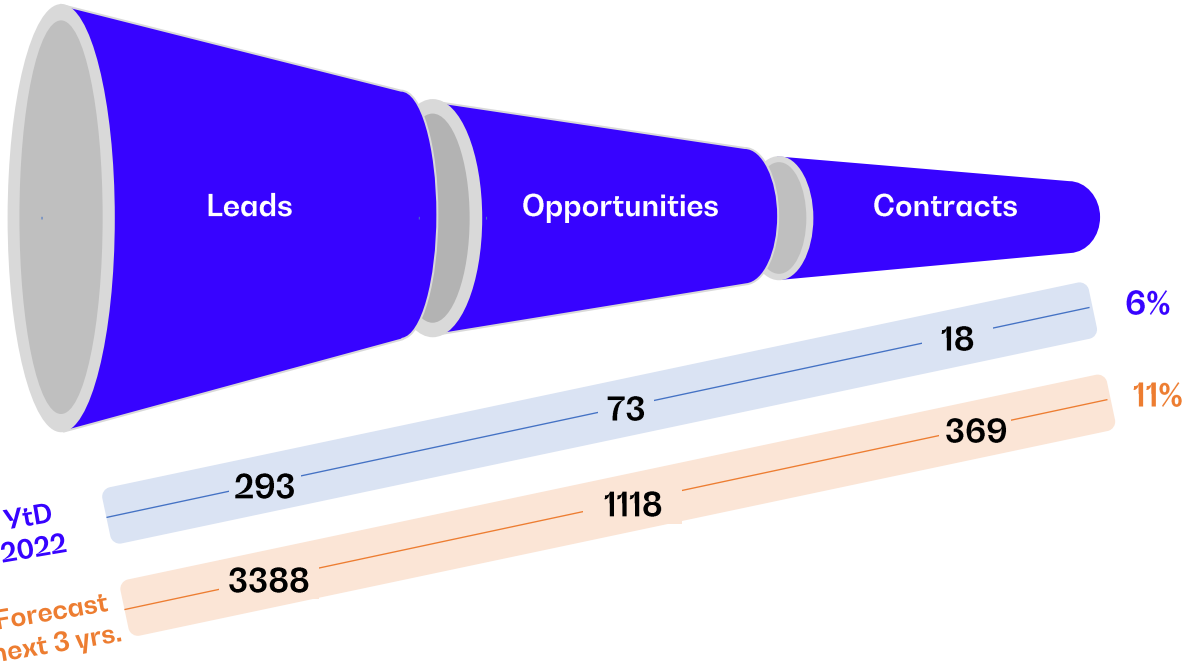
Main Partners



Funnel YtD 2022

- Sales team 2022:
- 1 BD
 - 1 Sale

- Sales team next 3 years:
- 8 BD
 - 8 Sale



OUR ACHIEVEMENTS

GTM

Revenue
+€0,7M YtD

Opportunities
+€3,5M YtD

Clients

2 Big Pharma
+10 BioTechs
+5 CROs

Collaborations

+70
Scientific
Collaborations

+10
Commercial
Collaborations

Publications

3 White Papers w/



EUROPEAN MEDICINES AGENCY
SCIENCE MEDICINES HEALTH

+60
Overall Pubs

Funds Raised

Seed
€ 4,4 M

Grants
€ 2,8 M



INSILICOTRIALS TEAM



Luca Emili
Founder

*M.S. in Economics at
University of Trieste*

Serial Entrepreneur,
20+ yr. track record in
IT and Cybersecurity

Professor of Economics
at the MIB course of
University of Trieste



Roberta Bursi
Co-Founder

*PhD in Computational
Chemistry at the University
of South Carolina*

+25 years in Drug and
MedTech Development

Formerly in

- Organon
- Merck
- Grunenthal



Mario Torchia
VP S&M

*M.Eng. in Computer Science
at University Tor Vergata*

+14 years track record
in healthcare and
Modeling & Simulation

Former Executive of
Dassault Systèmes
and Siemens

20

Employees

50%

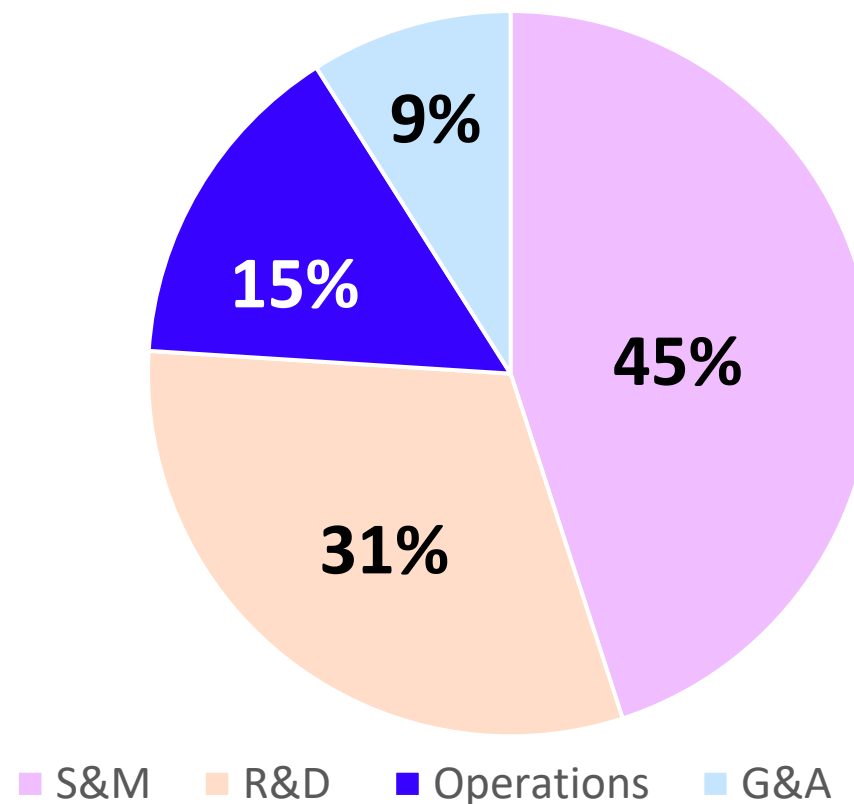
with PhD
or MBA



LOOKING FOR

€9M-€15M
Series A
End Q1 2023

Use of Proceeds by department



Target Exit - Large Pharmas, CROs, health technology platforms



Thank you.



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