NAICONS

An excellent opportunity for investment in BioTech

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where molecules meet their future!

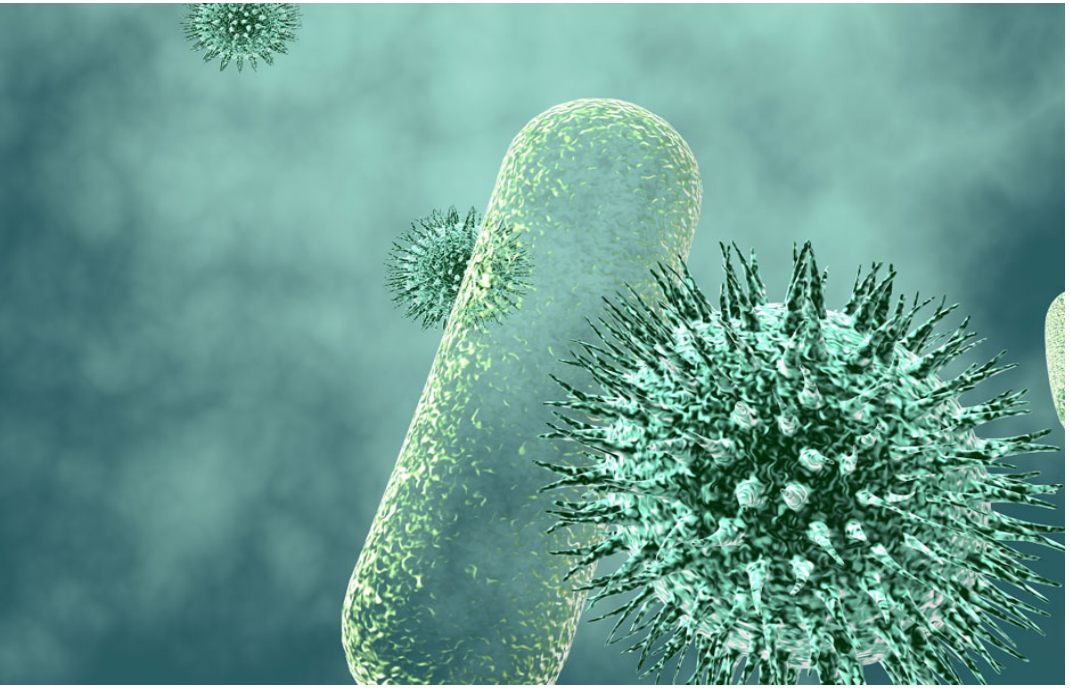
The challenge

The current and prospective scenario:

- we need new drugs to cure and prevent diseases in humans, animals and plants
- the R&D processes require large investments in time and money, so it is mandatory to find ways to speed them up
- continuous growth of human population and its wealth require eco-friendly approaches

- **This scenario represents an excellent market opportunity for natural products, hence for NAICONS**

The Answer



- There are more microbes on Earth than stars in the Universe
- Microbes use molecules for communicating
- Lots of molecules possess beneficial activities
- Molecules produced by microbes represent the new trend in the R&D of new drugs (source: nature.com)

- **NAICONS owns a collection of 45,000 microorganisms, among the best in the world**

The virtuous pipeline: **Microorganisms** → (Produce) **Molecules** → (Allow the Development of) **Drugs, Additives, R&D Tools**

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Our Objective

To create the first search engine for molecules accessible through the web

Simple, immediate, precise:
for everybody

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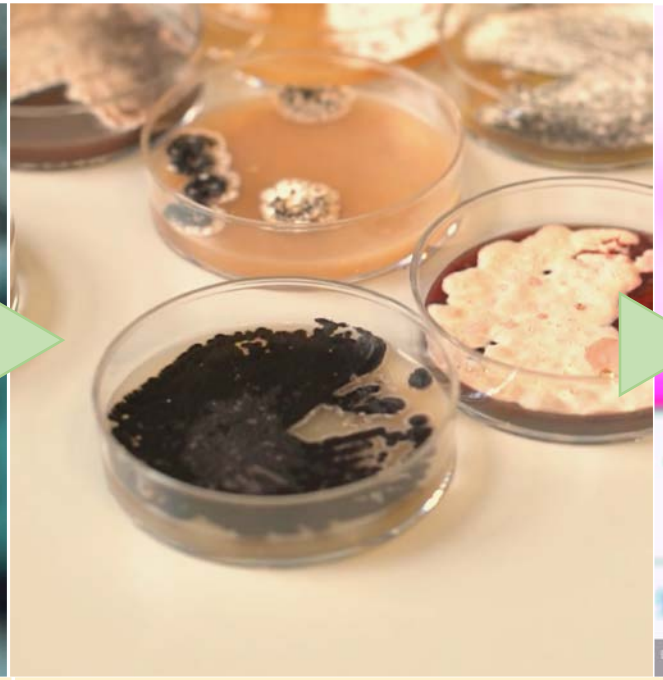
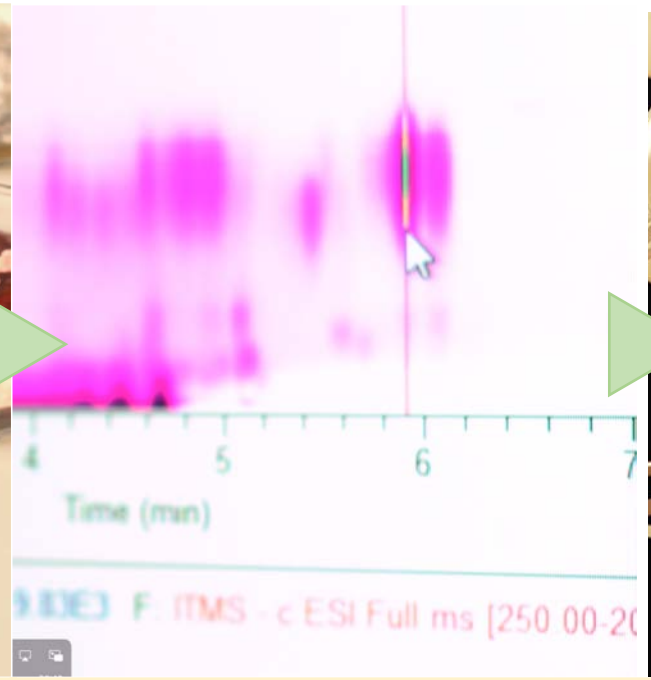
Our Workflow

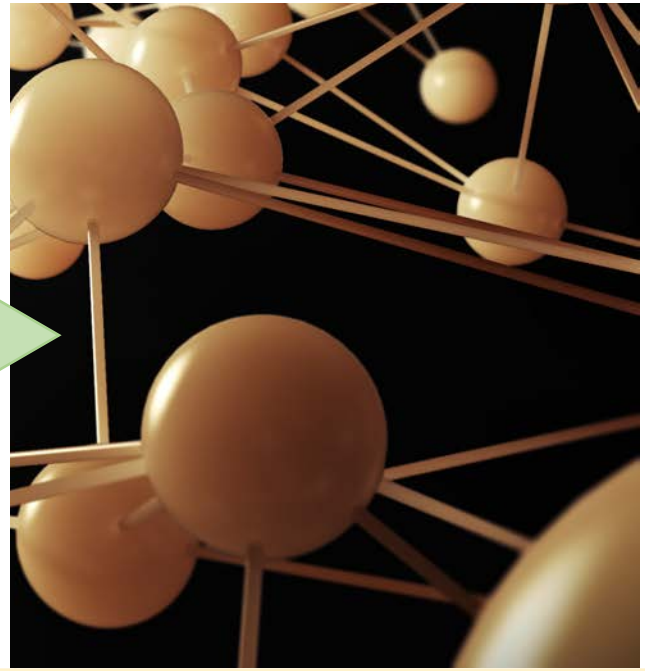
It all starts from our collection of 45,000 proprietary microorganisms, acquired in 2013



Which are selected and grown under appropriate conditions for producing molecules, generating High Quality Extracts (HQE), each containing several molecules



Which then enter in our analysis workflow that allows identification of every molecule



All this information feeds our Database, which becomes accessible through the web to paying subscribers

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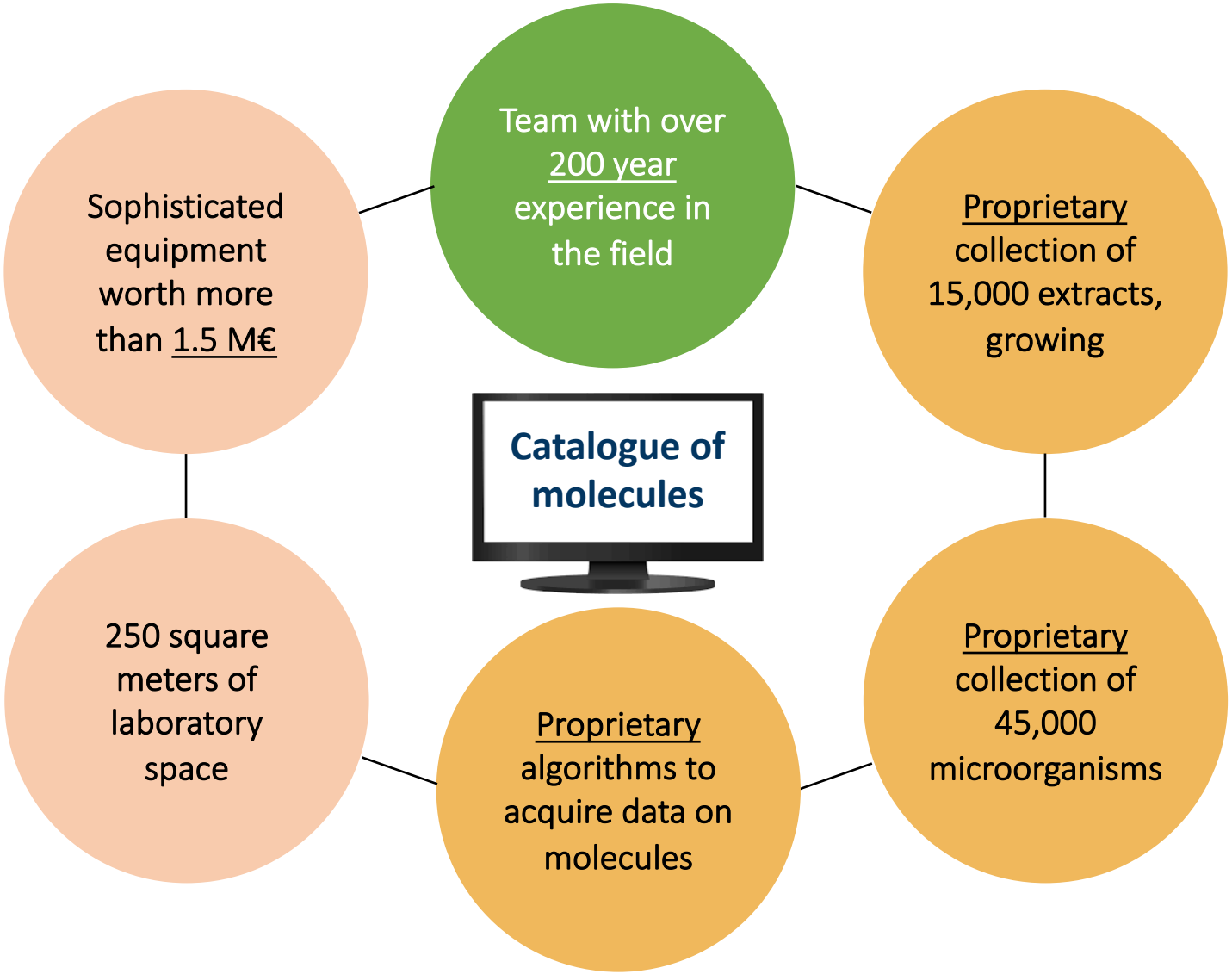
Our Technology



Technology developed over 4 years that led to four patent applications

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Reference Markets

Sector	Value (B$)	AGR	R&D Investments (B$)
Human Pharma	**1250**	**10%**	**160**
Animal Health	**47**	**10%**	**4**
Crop Protection	**56**	**10%**	**6**
Molecules for Research	**7**	**20%**	**n.a.**
Additives for Consumer Goods	**60**	**4%**	**1**

Some of the challenges:

- finding new drugs to prevent and cure diseases in an ageing human population
- using different antibiotics in animals from those used in humans
- using eco-friendly crop protection agents
- making academic research more efficient (publish or perish)
- using natural additives in consumer goods

[souces: statista.com; globenewswire.com]

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The Target Markets

A

Life Science Companies with R&D

Units: 95,000

B

Life Science Companies with R&D + Universities and Research Centers

Units: 100.000

C

Institutions owning microbial collections

Units: 100

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Market Sizes

Settore	TAM (B$)	AGR	SAM (M$)	SOM (M$)	Target
Early Discovery in pharma – **Humans, Animals, Plants**	**2**	**10%**	**100**	**50**	**A + B**
Research Reagents	**7**	**20%**	**200**	**50**	**A + B**
Additives for Consumer Goods	**60**	**4%**	**60**	**20**	**A + B**

Target C (Institutions owning Microbial Collections) represent a specialty market with about one hundred players in the world.
NAICONS will act as Host and Marketplace. Market size is not currently available.

Sources: statista.com, globenewswire.com

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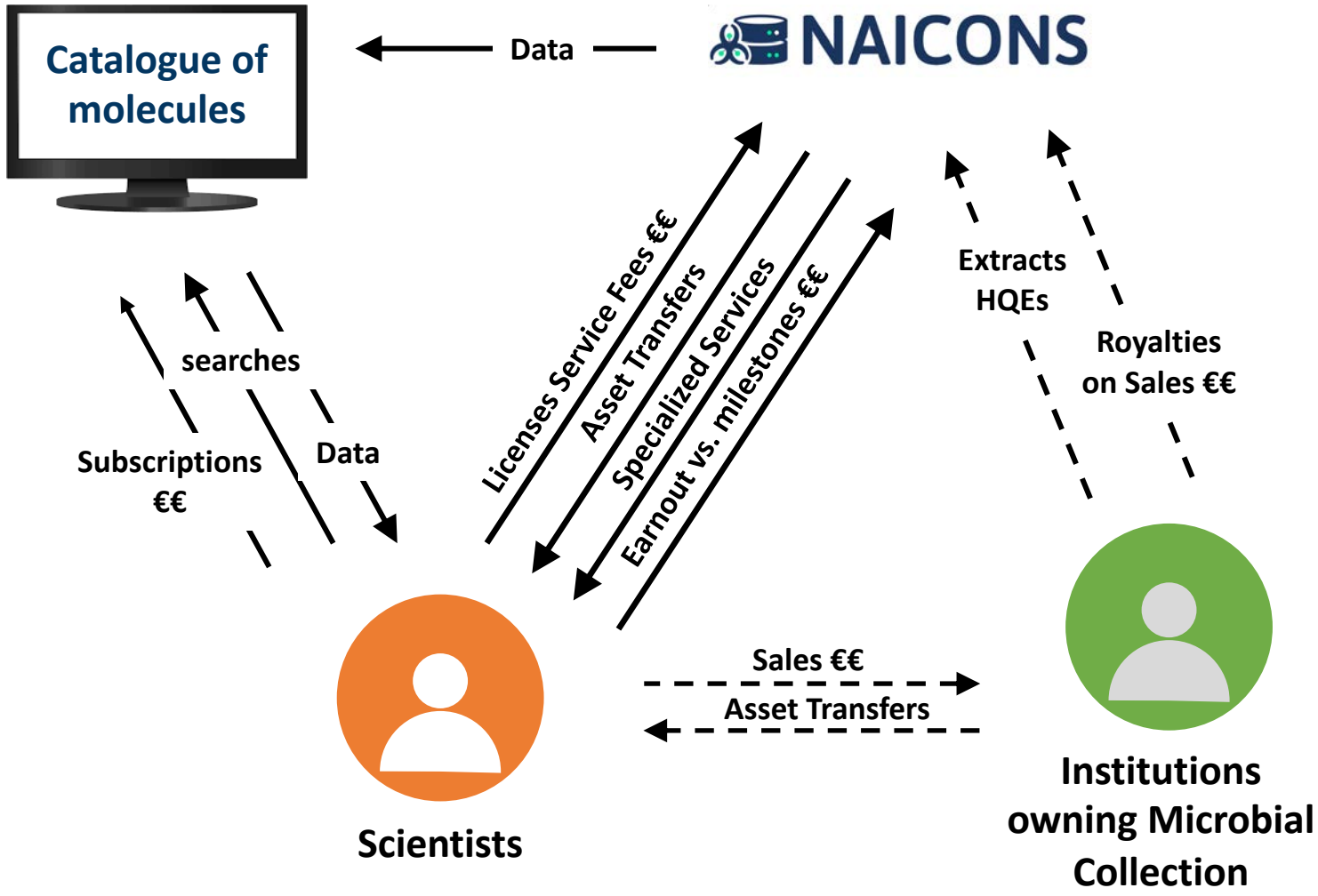
Business Model



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Product and Services

Licenses: exclusive or non-exclusive, research or commercial

Sale: with or without access to data

Specialized Services: custom-made

Subscriptions: basic, premium or gold, depending on data access

Scalability: extension of Catalogue beyong NAICONS collection

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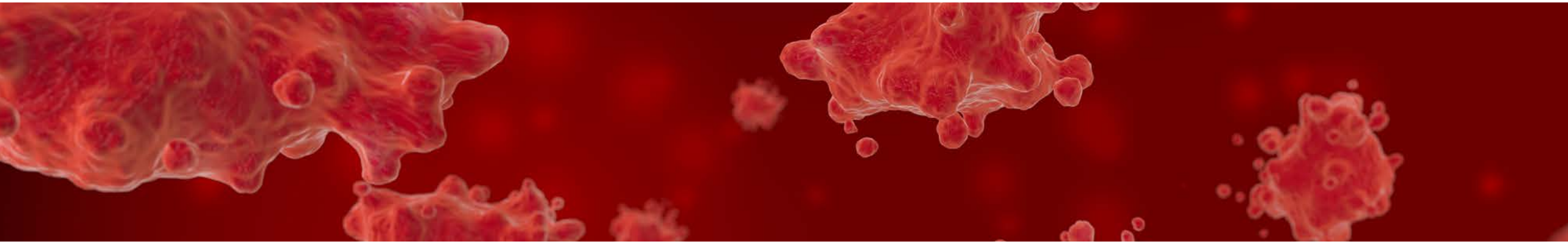
Advantages for Users

Acceleration and increased efficiency of drug discovery through:

- **shorter time for critical decisions**
- **focus on best molecules for desired purpose**
- **increased chances to identified best candidates for further progress**



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Competitors

Databases	Institutions owning Microbial Collecions
Contain only known molecules Provide access to data only … no microorganisms … no actual molecules The information can only trigger a lengthy and uncertain process to actually obtain the desired microorganism or molecule.	Make only microorganisms and samples available No access to data on molecules Lower knowledge, lower efficiency in drug discovery
Examples: SciFinder, Dictionary of Natural Products, ChemSpider	**Examples: AnalytiCon, NPDI, Fundacion Medina**

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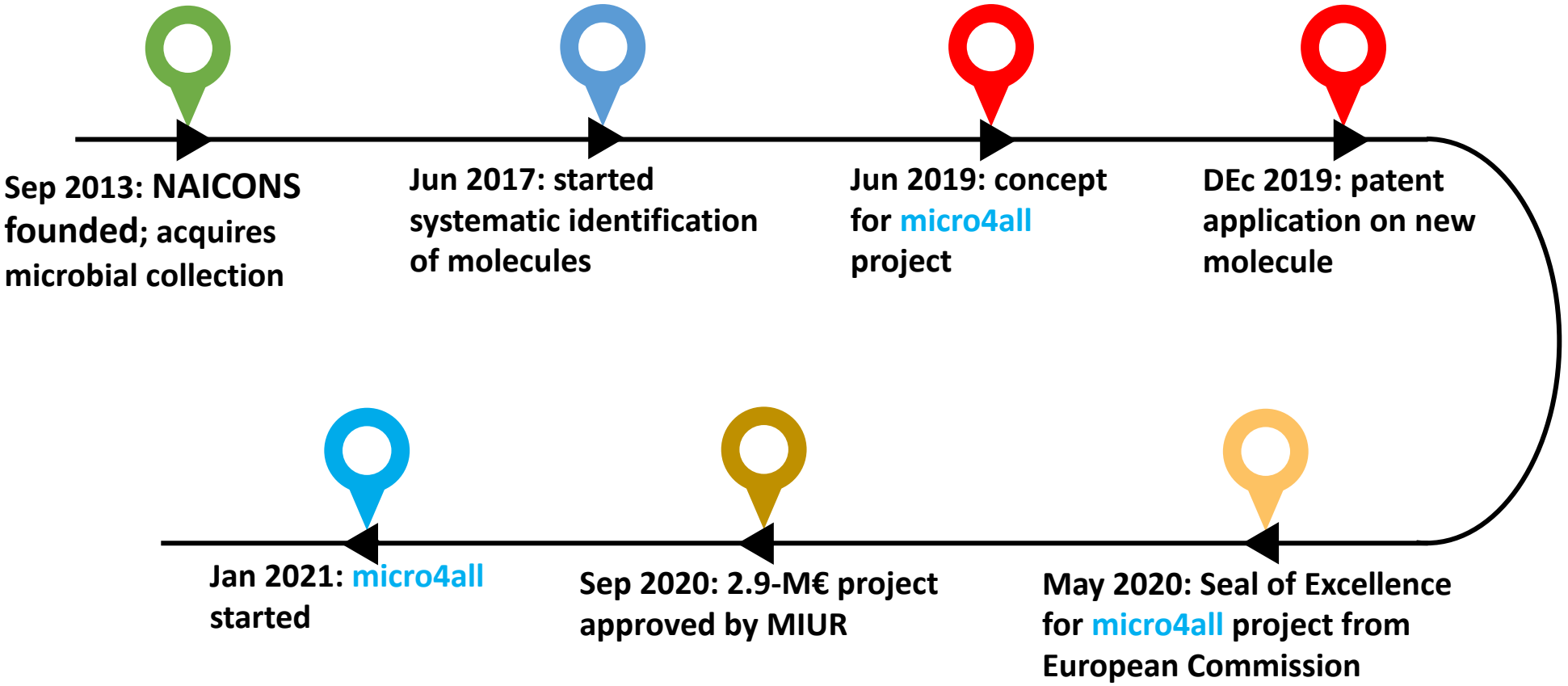
Track Record



2014–now: **5.5 M€ in grants + 2.5 M€ in soft loans** for completed and ongoing projects (funding from National Institute of Health, European Commission, MIUR, Regione Lombardia)

Patents: five issued patents on molecules with pharmaceutical activity, alive in major countries

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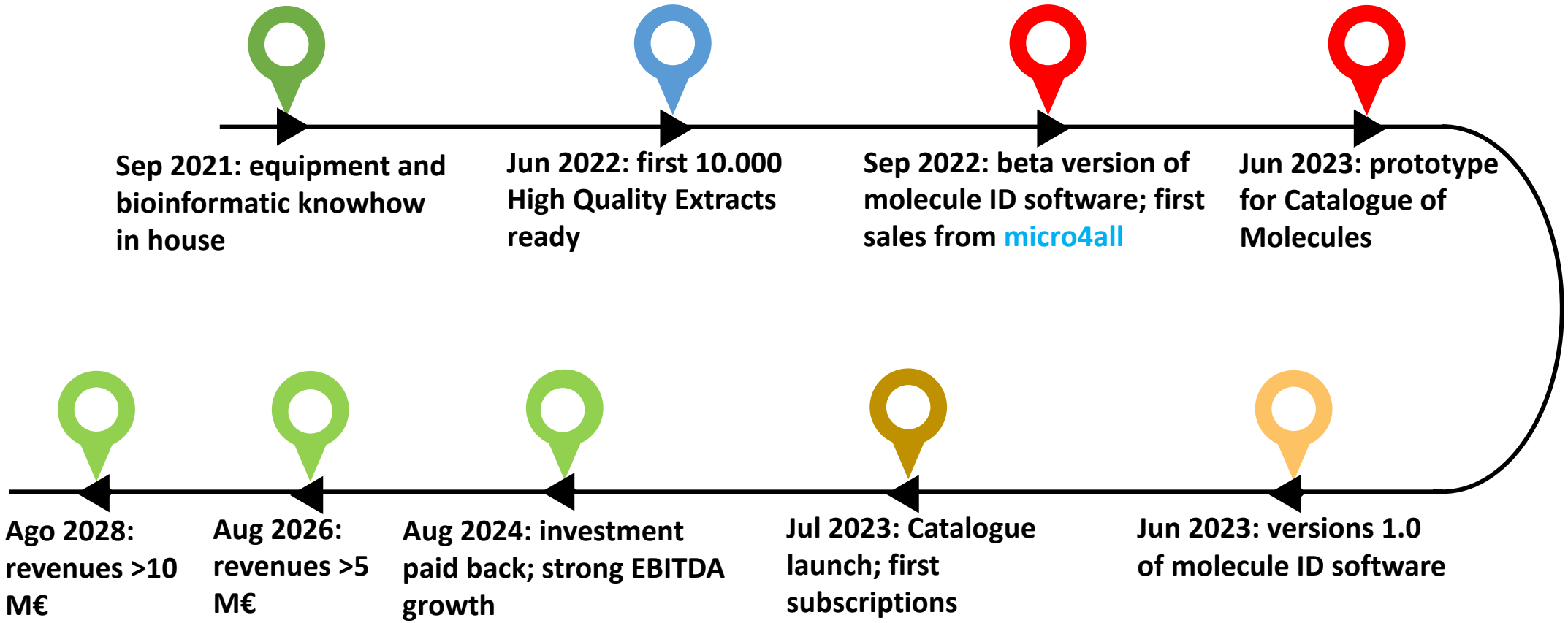
Road Map



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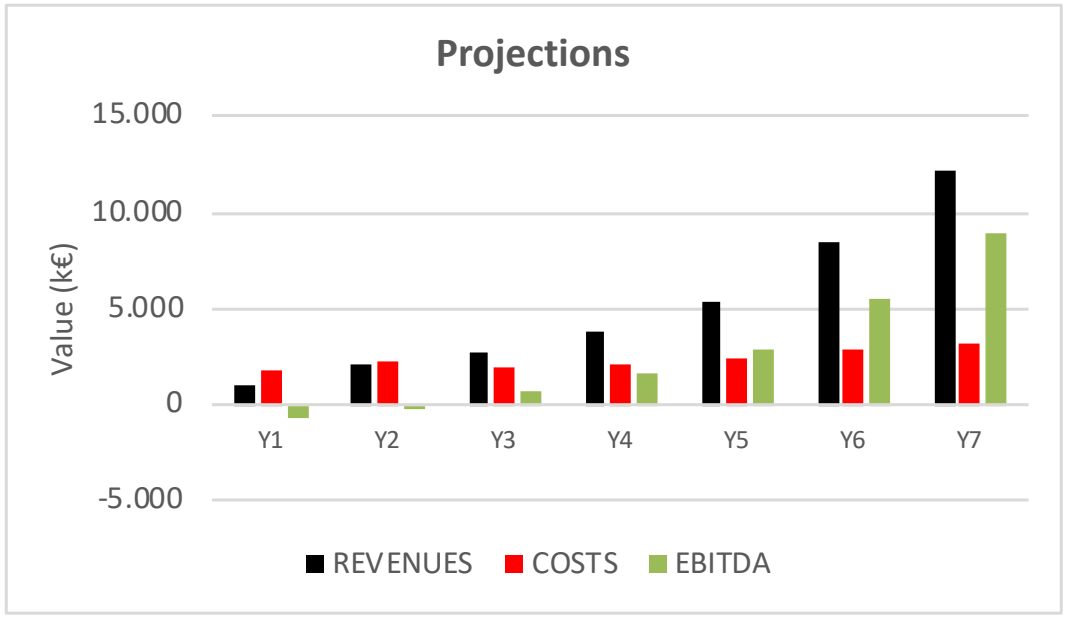
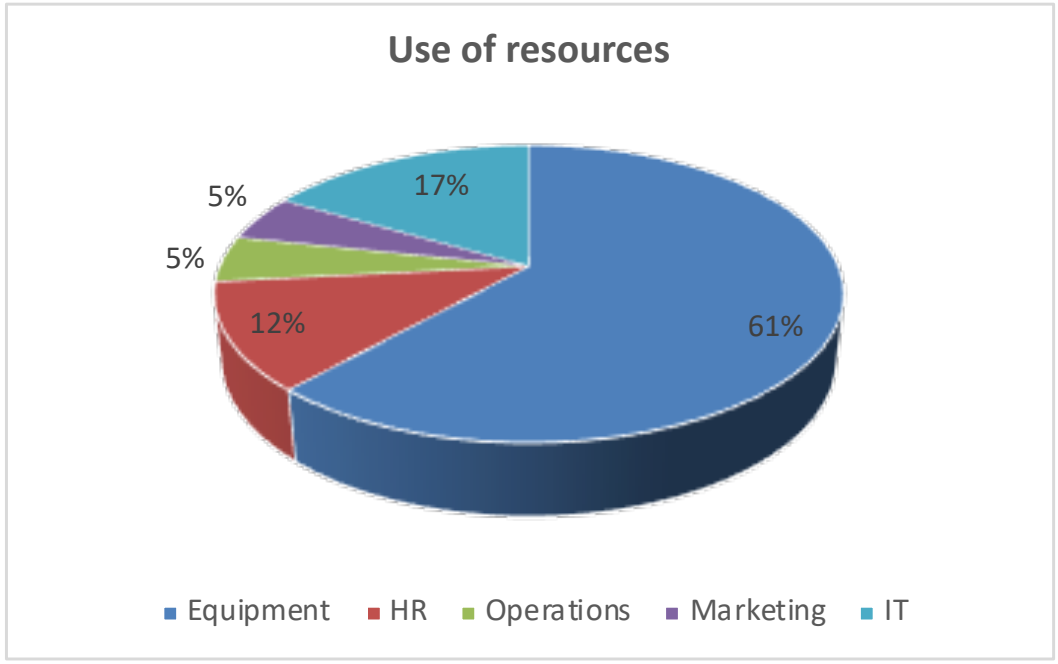
Financials – minimum target (600 k€)





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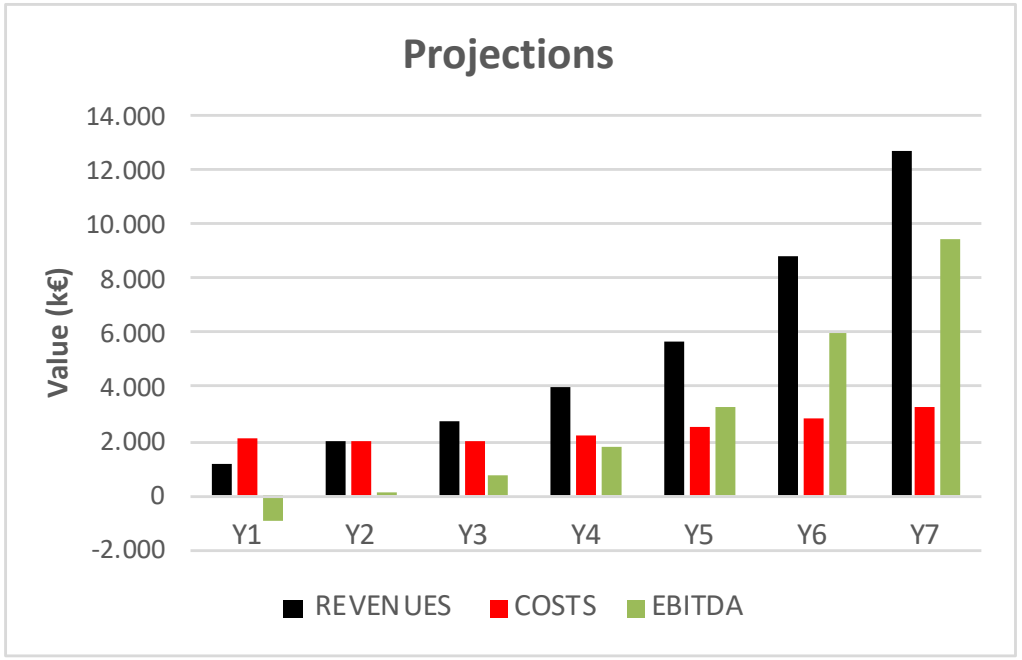
Financials – highest target (1600 k€)



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Investment

- Minimum target investment: 600 k€
- Highest target investment: 1600 k€
- Pre-money evaluation: 4 M€
- Offered Equity: 13.04 – 28.57%
- Lowest investment: 500 €
- Threshold for class A quotes: 20,000 €
- Discounts: 10% for investing ≥20 k€; 5% for ≥10 k€
- Innovative SME – tax benefits according to Italian law

- Exit strategy:
  M&A with CRO (Contract Research Organization) or similar;
  3–5 years from funding

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Press Coverage

NAICONS discovers new antibiotic

TIME

HEALTH • MEDICINE

There's a New Antibiotic You Should Know About

la Repubblica

PUM, nuovo super-antibiotico scoperto tra i cipressi di Bolgheri. Via agli studi

http://time.com/4817223/antibiotic-drug-resistance-pseudouridimycin
https://apiccoledosi.blogautore.repubblica.it/2017/06/17/pum-neo-super-antibiotico-scoperto-tra-i-cipressi-di-bolgheri-via-agli-studi/?ref=RHPF-WB

NAICONS discovers new molecules

c&en
CHEMICAL & ENGINEERING NEWS

New Antibacterial Structures Feature Rare Amino Acid

Cell Chemical Biology

A biaryl-linked tripeptide from *Planomonospora* reveals a widespread class of minimal RiPP gene clusters

https://axial.acs.org/2019/03/01/new-antibacterial-structures-feature-rare-amino-acid%EF%BB%BF
https://www.sciencedirect.com/science/article/abs/pii/S2451945620304724

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Management Team

Stefano Donadio, Founder, President and CEO
Over 30 year experience in large, medium and small companies involved in research and development of new antibiotics and other molecules produced by microorganisms, as scientist and as co-founder. Author/inventor of over 150 publications/patents, has a degree in Chemistry from the University of Naples, Italy, and post-doc experience at \Johns Hopkins University and University of Wisconsin-Madison.

Sonia Maffioli, Cofounder and Chemistry Director
Over 20 year experience in large, medium and small companies involved in research, development and production of antibiotics and other molecules produced by microorganisms. Author/inventor of over 50 publications/patents, has a degree in Chemistry and a specialization in Synthetic Chemistry from the University of Milan, Italy.

Margherita Sosio, Cofounder, Microbiology Director and Board Member
Over 30 year experience in large, medium and small companies involved in research and development of new antibiotics and other molecules produced by microorganisms. Author/inventor of over 90 publications/patents, has a degree in Agricultural Sciences from the University of Milan, Italy, and post-doc experience at ETH, Zürich, Switzerland.

Emenegildo Beghè, Cofounder, CFO and Board Member
Established experience in finance, controlling, project management, organization and M&A. Over the last decade he has been financial and strategic advisor for companies in different sectors. Previously he has been CFO of two publicly listed companies (one in Frankfurt and one in Milan), where he contributed to successful deals. He holds a degree in Economics from Bocconi University in Milan, Italy.

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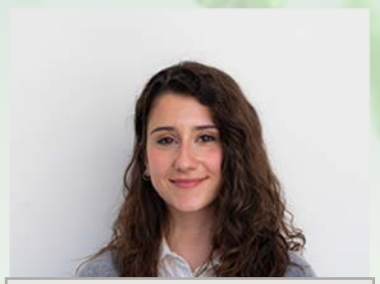
Il nostro Team

Kristiina Vind
Early Stage Researcher

Matteo Simone
Scientist



Camilla Vitagliano
Early Stage Researcher

Paolo Monciardini
Scientist

Thomas Vernay
Early Stage Researcher

Arianna Tocchetti
Scientist

Lucia D'Anna
Accounting

Claudia Fumagalli
Student/stager

Katarzyna Drwezinska
Early Stage Researcher

Marianna Iorio
Scientist

Alessandro Boni
Student/Stager

Cristina Brunati
Scientist

Stefania Serina
Scientist

Andrea Gentile
Early Stage Researcher

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