



micro4all: a Unique Investment Opportunity

Problem

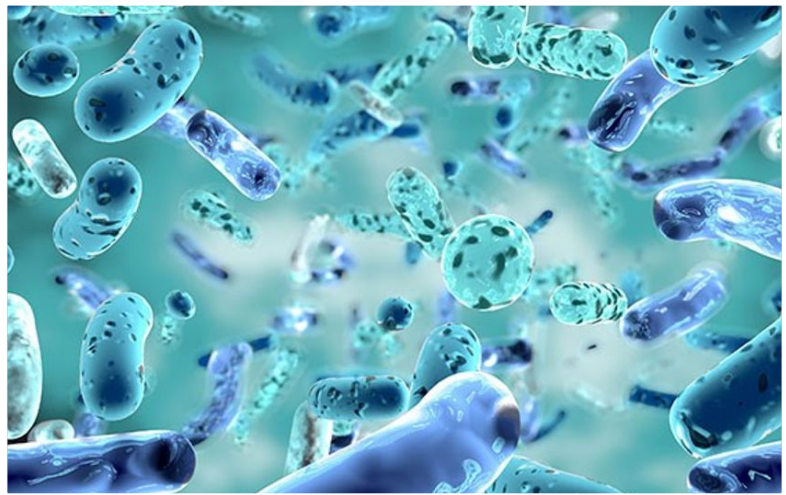
The world needs sustainable solutions to cope with an increasing and aging human population. Drug R&D programs are time-consuming, costly, and with no guarantee of success. Given the world population increase, fast and efficient development of new drugs is essential to treat and prevent diseases in humans, animals, and plants.

Opportunity

Natural products have found numerous applications to treat and prevent diseases in humans, animals, and plants, and are widely used as research reagents to probe biological processes. They are a proven and sustainable answer to make the R&D process faster and more successful. The industry, which generally lacks deep expertise in NPs, can jumpstart it by partnering with NAICONS.

Solution

micro4all is a Gateway that provides access to an extensive online catalog of molecules, present in ready-to-screen samples produced by NAICONS proprietary microbes. The gateway is an accelerator and catalyst for all NAICONS' business lines, providing a single point for searching data and accessing products and services. **micro4all** will disrupt the Drug Discovery Process at a Global Level.



We @Naicons

NAICONS, incorporated in 2013, is a company specializing in natural products, particularly molecules produced by microorganisms. NAICONS owns one of the world's largest and most diversified collections of actinomycetes, filamentous bacteria that are prolific producers of bioactive molecules. NAICONS team has extensive experience in natural products and bioinformatics and is currently developing the micro4all platform: an extensive gateway of molecules produced by our proprietary microorganisms, in ready-to-screen extracts and annotated through a proprietary automated pipeline. The gateway, which includes known and yet-to-be-described compounds, will contain at launch date over twice the number of molecules produced by microorganisms described in over the last 70 years of research. The platform will make the drug discovery process more effective and efficient, and at the same time, it will provide ready access to a plethora of hard-to-find microbial

micro4all

Creating a Need

Identifying drug candidates, additives or other molecules of interest will become substantially faster, cheaper, and more reliable using the micro4all platform: a single point for searches, making the R&D process faster and more effective. The **micro4all** platform will contribute to lowering the time and cost of bringing new drugs to the market.

Market Size

The Early Drug Discovery Market is over 2 B\$ and is expected to grow at a CAGR of 8%, due to the rising demand for drugs to treat human diseases and for environmentally friendly drugs and products to secure a sustainable food supply (animal health and crop protection). The SAM for NAICONS will include the Early Drug Discovery Market for human health, animal health, and crop protection. Additional markets include Research Reagent and Natural Additives.

Business Strategy

The gateway will act as a pivot for three business lines: i) research collaborations in drug discovery, where users will be able to access NAICONS' assets and data under pre-agreed conditions, in exchange for fees, milestones, and royalties; ii) gateway subscriptions, where users will pay to access data; and iii) access to specialized services in the natural product arena.

Release 1.0 of the gateway will be available to subscribers in Q4 2023.

Our strategy is to target industry and academic groups operating in drug discovery and natural products. The gateway will eventually become a marketplace for NPs, where other institutions can showcase their assets and data, further accelerating the Business Opportunity.

Financial Needs

Since its inception in 2013, NAICONS built its valuable technology platform with limited private investment: Founders initially provided 120 K€, while 637 K€ were raised in 2021 through an equity crowdfunding campaign.

For the last 10 years, NAICONS has been able to break even, with the assistance of more than 8 M€ in grants and soft loans in support of its R&D projects. NAICONS is now looking for an investment of 2.0 M€, in three installments of about 0.5, 0.5, and 1.0 M€.

Use of Funds

The funds will be used for launching of the micro4all platform, marketing and sales activities, potentiation of the IT infrastructure, and developing the next release of the gateway, with an increased number of molecules produced by NAICONS' microorganisms and additional AI-based search functionalities.

Road Map

2023	Q4	Release 1.0
2024	Q4	Release 2.0

Why Investing in NAICONS

No competitor exists at the moment with comparable assets and a large database of molecules. We expect revenues from the three business lines to exceed 10 M€ in four years with an EBITDA at 80% of the revenues, thanks to the scalability of the platform and the existing value of assets accumulated during the years. Further revenue growth is expected from the launch of the marketplace for natural products and successful drug development through research collaborations.

Contacts

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