



a Unique Investment Opportunity

Problem

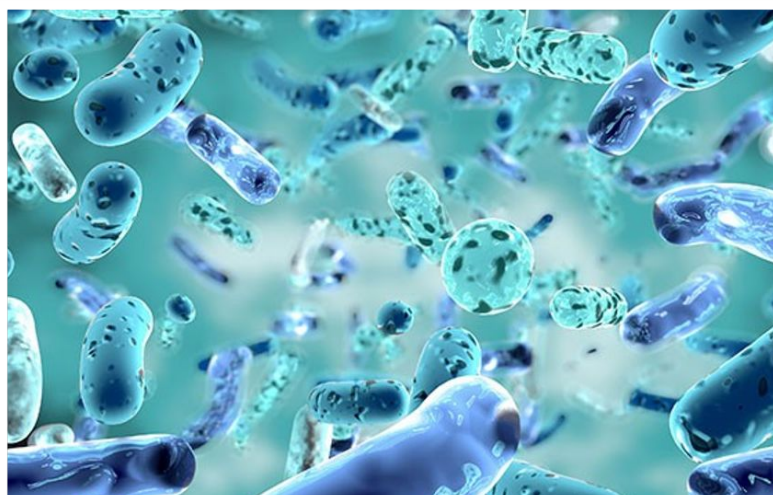
The world needs sustainable solutions to cope with an increasing and aging human population. Drug R&D programs are time-consuming, costly, and with no guarantee of success. Given the world population increase, fast and efficient development of new drugs is essential to treat and prevent diseases in humans, 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 Platform that provides access to the Molecules Gateway, an extensive catalog of molecules, present in ready-to-screen samples produced by NAICONS proprietary microbes. The Gateway is an accelerator and catalyst for 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 catalog of molecules produced by our proprietary microorganisms, in ready-to-screen extracts and annotated through a proprietary automated pipeline. The Molecules Gateway, which includes known and yet-to-be-described compounds, contains over 4fold the number of molecules produced by microorganisms described in the last 70 years of research. The Platform makes the drug discovery process more effective and efficient, and at the same time, it provides ready access to a plethora of hard-to-find microbial products.



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 contributes 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 includes the Early Drug Discovery Market for human health, animal health, and crop protection. Additional markets include Research Reagent and Natural Additives.

Business Strategy

The Molecules Gateway acts as a pivot for our 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; and ii) access to specialized services in the natural product arena. 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 has been building 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.

NAICONS has been able to support its R&D activities with over 10 M€ in grants and soft loans, plus a small but steady flow of revenues from customers. NAICONS is now looking for an investment of up to 3.0 M€.

Use of Funds

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

Why Investing in NAICONS

NAICONS represents an excellent investment opportunity: we provide sustainable solutions applicable to different sectors and have a scalable business model. In just four years we expect revenue to exceed 10 M€ with an EBITDA over 60% of the revenue.

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