NAICONS

A Unique Investment Opportunity

Problem

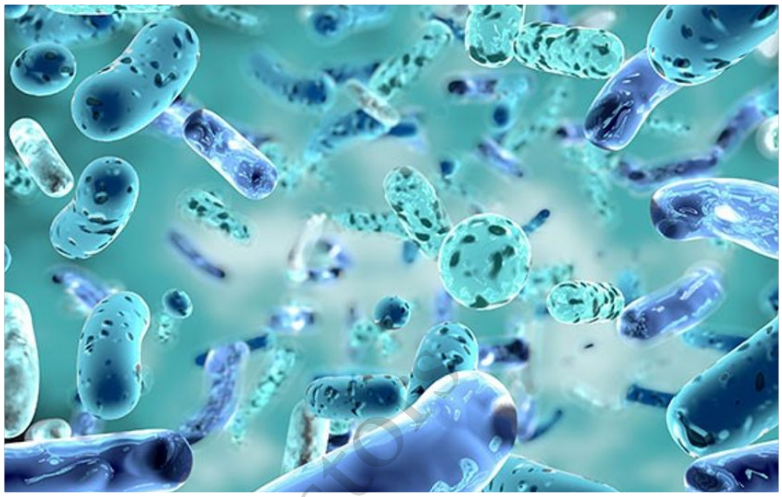
The world needs sustainable solutions to cope with an increasing and aging human population. Drug R&D programs are time-consuming, expensive and with no guarantee of success. Given the increase in world population, fast and efficient development of new drugs is essential to treat and prevent diseases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

Opportunity

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

Solution

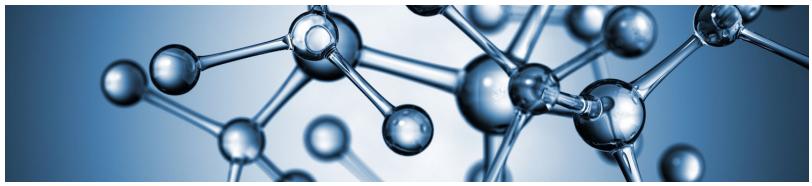
Micro4all is a Platform that provides access to an extensive online database of molecules, present in ready-to-screen samples and produced by proprietary microbes. The database is an accelerator and catalyst for all NAICONS' business lines, providing a single points for searching data and accessing products and services. Micro4all will disrupt the Drug Discovery Process at a Global Level.



for Financial Investors

We @Naicons

NAICONS, incorporated in 2013, is a company specialized in natural products, particularly molecules produced by microorganisms. It 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, searchable database of molecules produced by proprietary microorganisms, physically present in ready-to-screen extracts and annotated through a proprietary automated pipeline. The database, which includes known and yet-to-be-described compounds, currently contains over four times the number of molecules produced by microorganisms described in over 70 years of research. The platform makes the drug discovery process more effective and efficient, and at the same time 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 and orders, making the R&D process faster and more effective. The micro4all platform will contribute to lowering the overall 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 to ensure 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 are represented by Research Reagent and Natural Additives Markets.

Business Strategy

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

Our strategy is to target companies with an interest in drug discovery from natural products, using the searchable database as a shopping window for the value NAICONS can offer.

Financial Needs

Since its founding in 2013, NAICONS has been able to build its valuable platform with limited private investments: founders initially provided 120 K€, while 637 K€ were raised in 2021 through an equity crowdfunding campaign. Over these years, NAICONS has substantially been at break even, with over 10 M€ in grants and soft loans supporting its R&D projects.

NAICONS is now looking for an investment of 2.0 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. We expect revenues to increase to over 10 M€ in 5 years, with over 60% EBIDTA. No competitor exist at the moment with comparable assets and a large database of molecules.

For Financial Investors

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