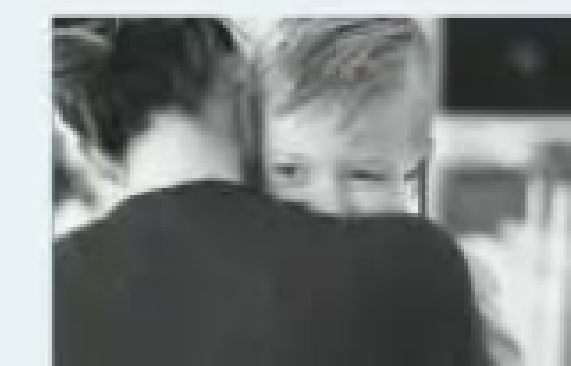
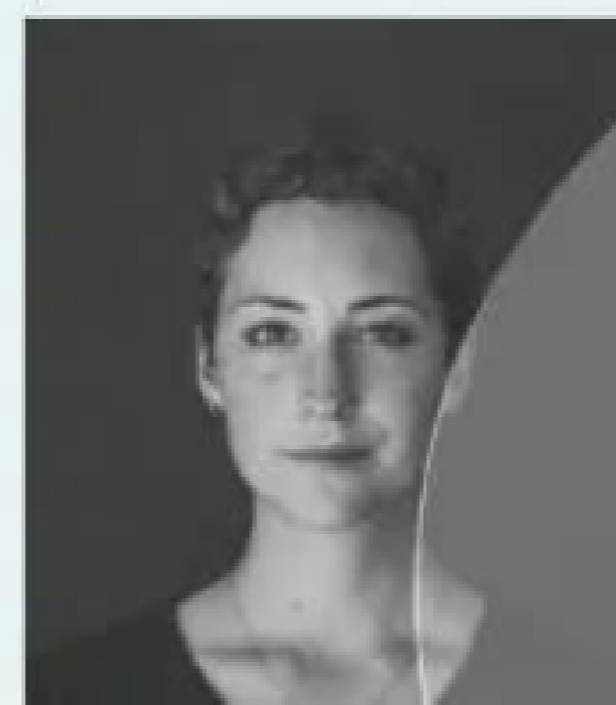
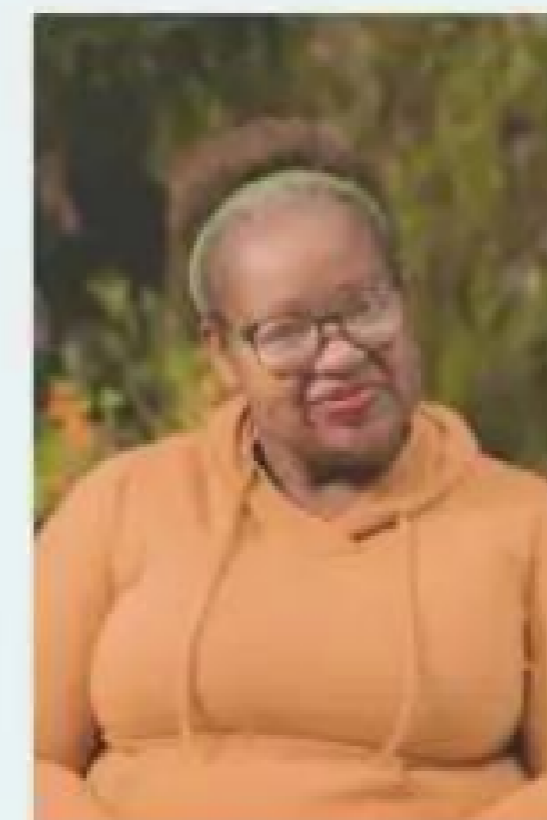


xx Sano

Powering recruitment and relationship management for personalized medicine research

The future of medicine is
patient-centric and data-driven,
and we're making it possible.

Join us in this journey.



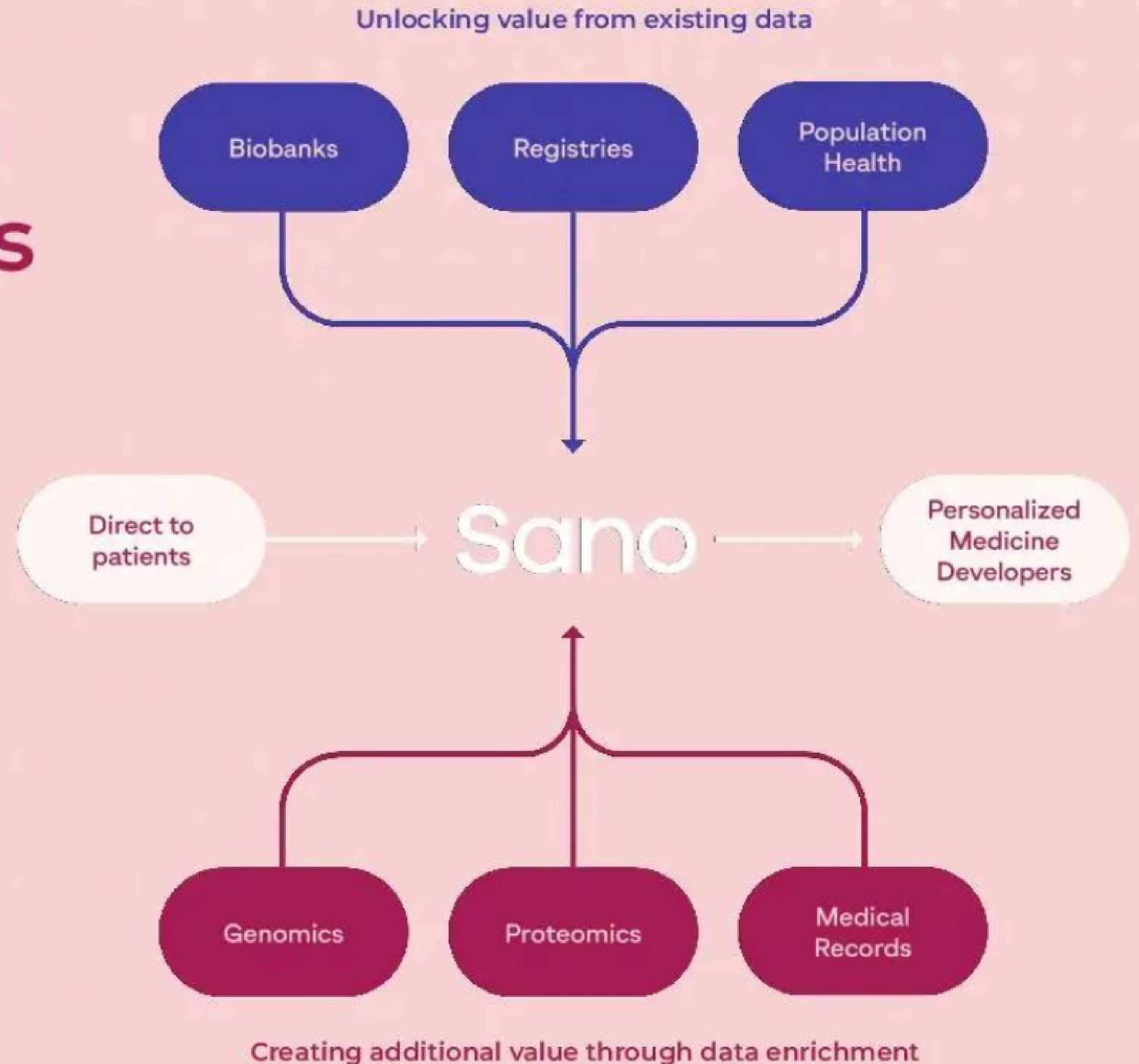
**Personalized medicines
are on-track to surpass
non-personalized
medicines in the
next 5 years.**

- Personalized medicine is about tailoring treatments using data, and there is a revolution happening.
- This is a **\$1T opportunity**, but radical changes are needed.

But the existing infrastructure was built in the 1980s.

- **80%** of clinical trials are delayed, costing **\$600k- \$8M per drug per day** to pharma companies.
- This is because:
 - Data is fragmented, resulting in huge time and cost inefficiencies.
 - Cost-plus and time and materials business models further add to the inefficiency.

Our vision is to enable personalized medicine developers to digitally access >1 billion people with rich -omics and medical data.



We have significant traction and have reached several inflection points

- **Doubling** revenue every 6 months.
- Our software has been adopted by **population-scale genetic biobanks and pharma** in the US, UK, Australia
- **>1.1M people** in our genetic data network.
- Our platform has powered **20+ personalized medicine research programmes** including:
 - Parkinson's Disease
 - Alzheimer's Disease
 - Ulcerative Colitis
 - Long COVID
- **83% of Sano users** would recommend Sano to family and friends

**Sano uniquely
connects three key
parts of the market.**



Patients use our platform to match with potentially life-changing personalized medicine research.

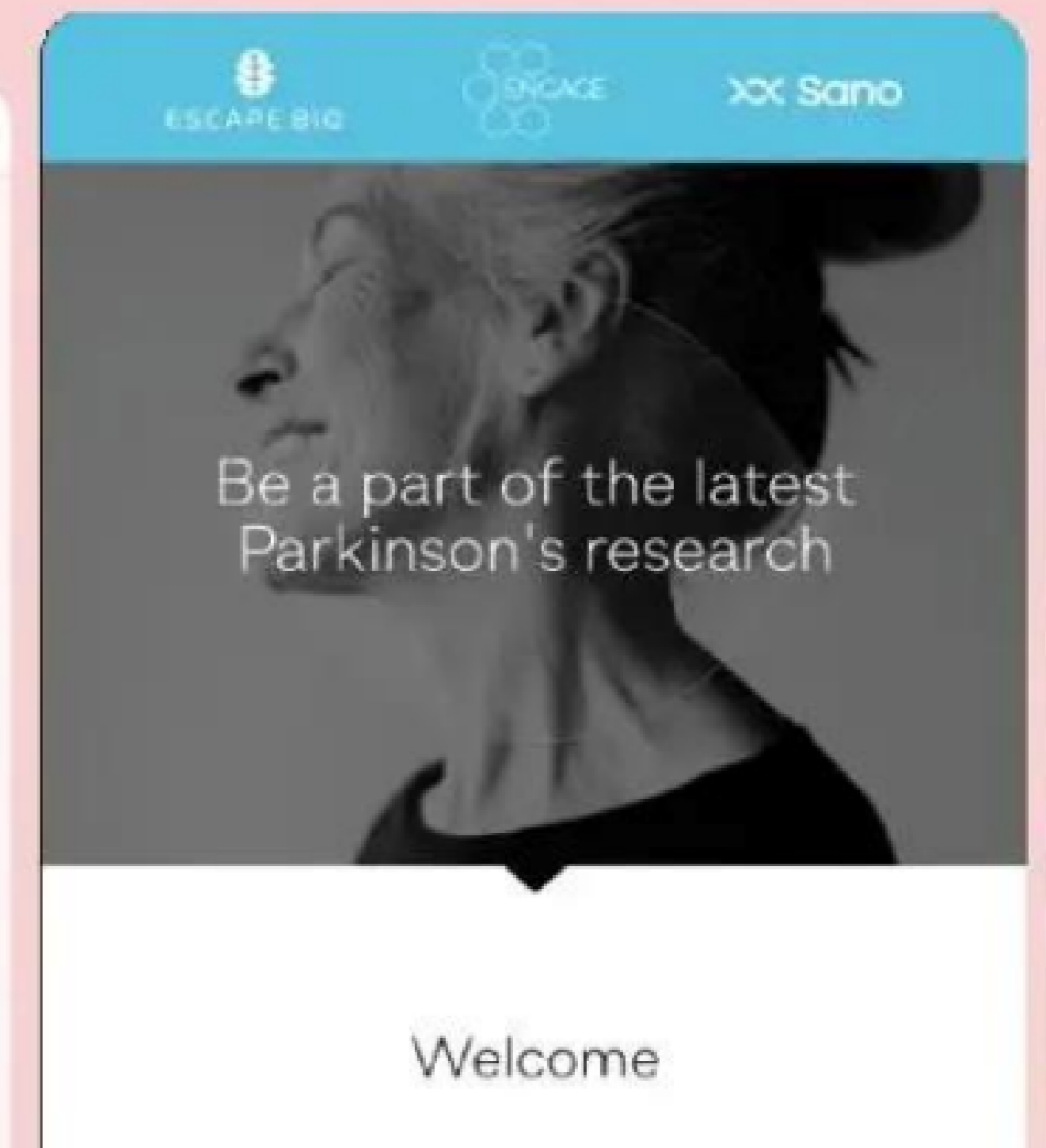
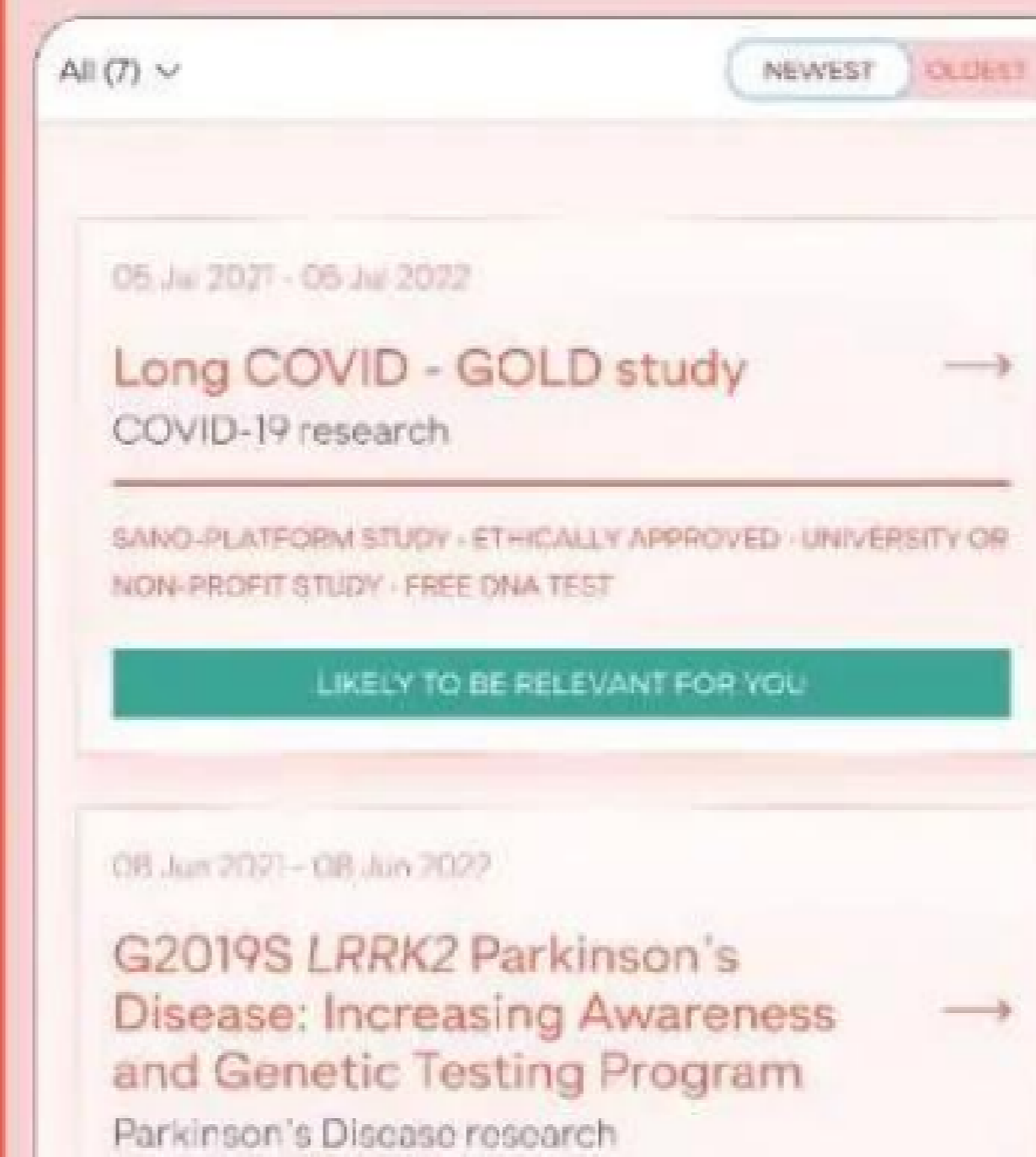
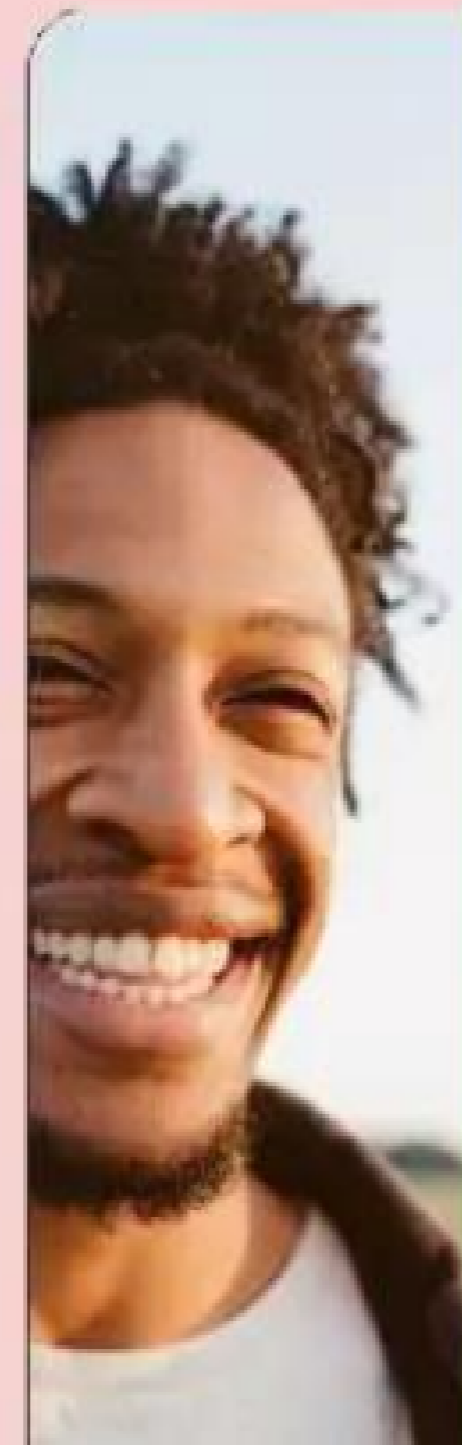
83% of Sano users said they would be likely to recommend Sano to family and friends

Private-by-design approach puts users in control of their data.



Genetics and the acceleration of knowledge.

Genetic testing has revolutionised the way that individuals with rare and inherited diseases can be...

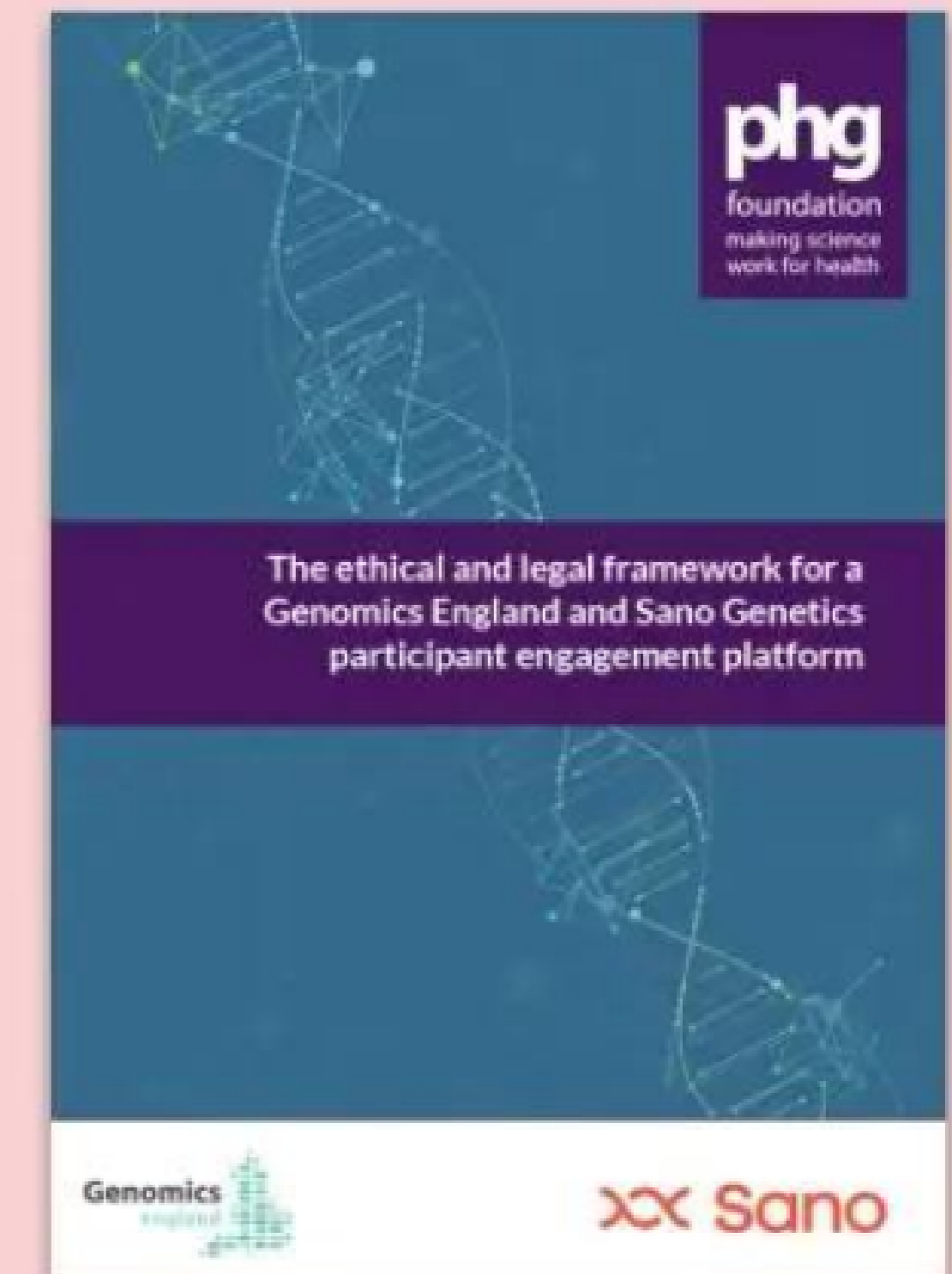
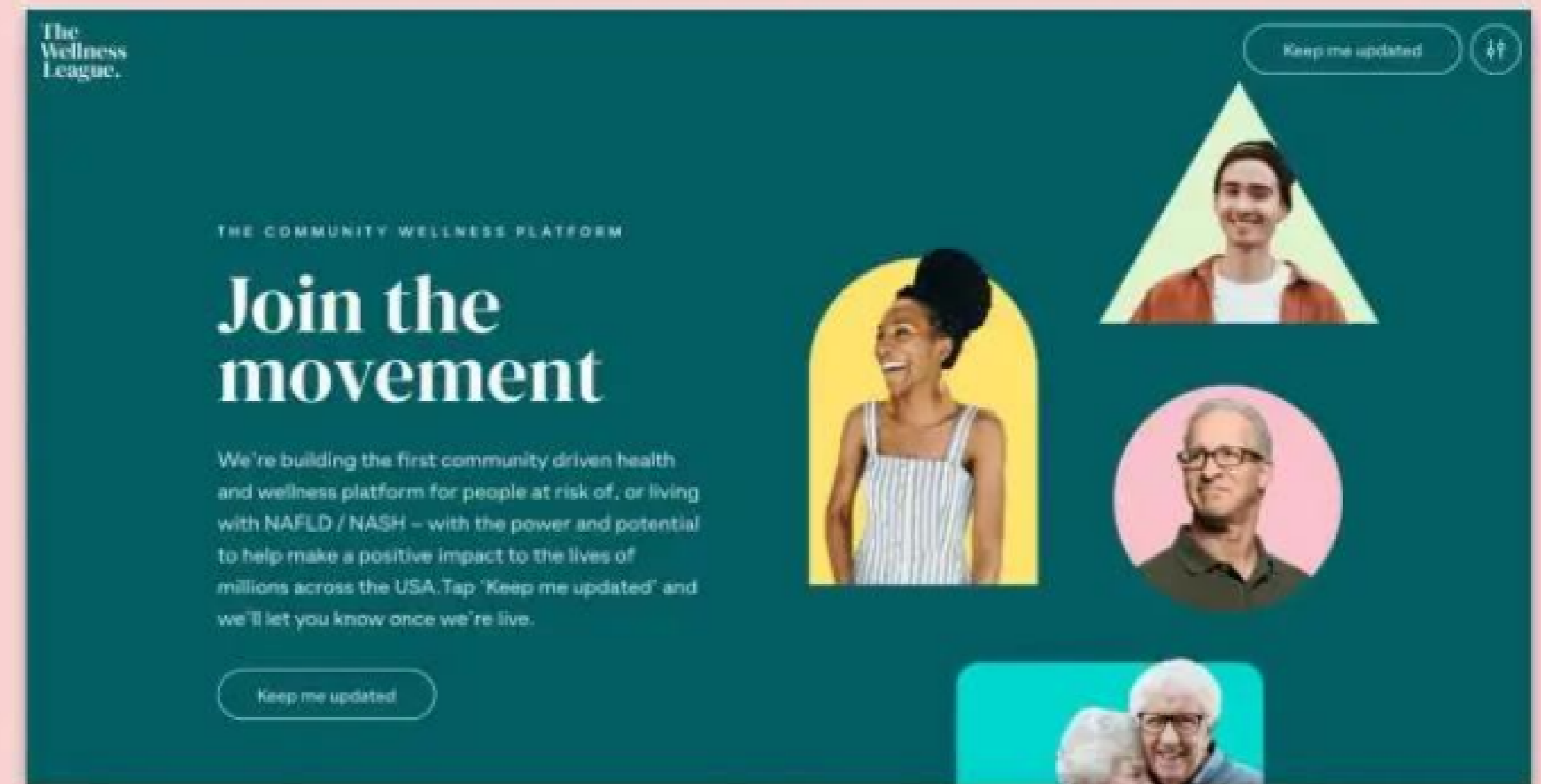


Biobanks and registries use Sano to deliver a superior user experience and generate revenue.

We have already partnered with leading patient registries and population-scale biobanks in the US, UK, and Australia.

Governments, non-profits, and the private sector are accelerating investment in genomics, spending billions per year generating new datasets.

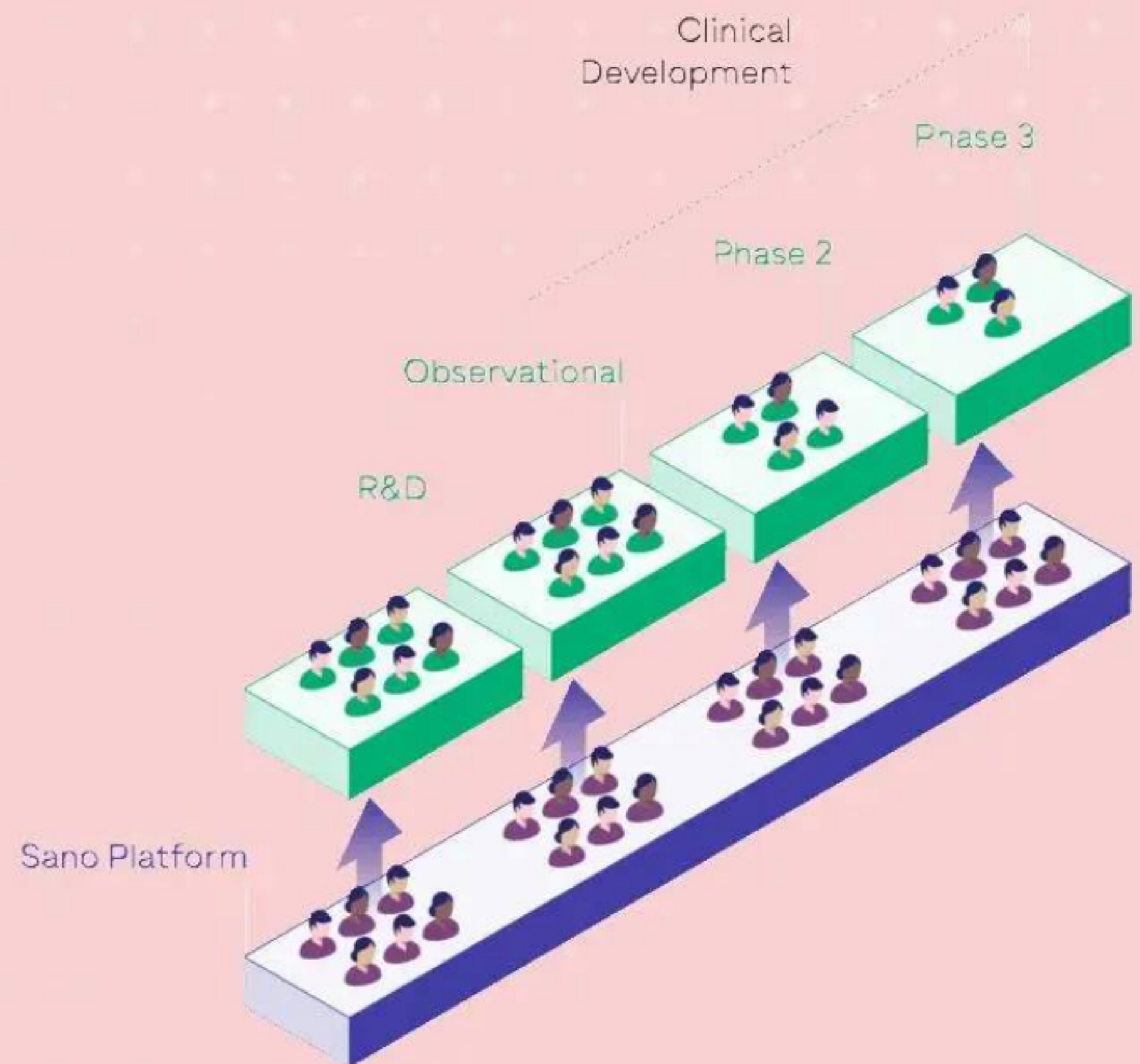
8



Biotech and pharma clients use Sano to find the right patients and unify their journey

Our business model:

- Monthly recurring revenue for the platform
- Volume and performance-based revenue for DNA testing and recruitment, leveraging our extensive partner network
- Revenue-share with patient registries and biobanks that opt into our partner network

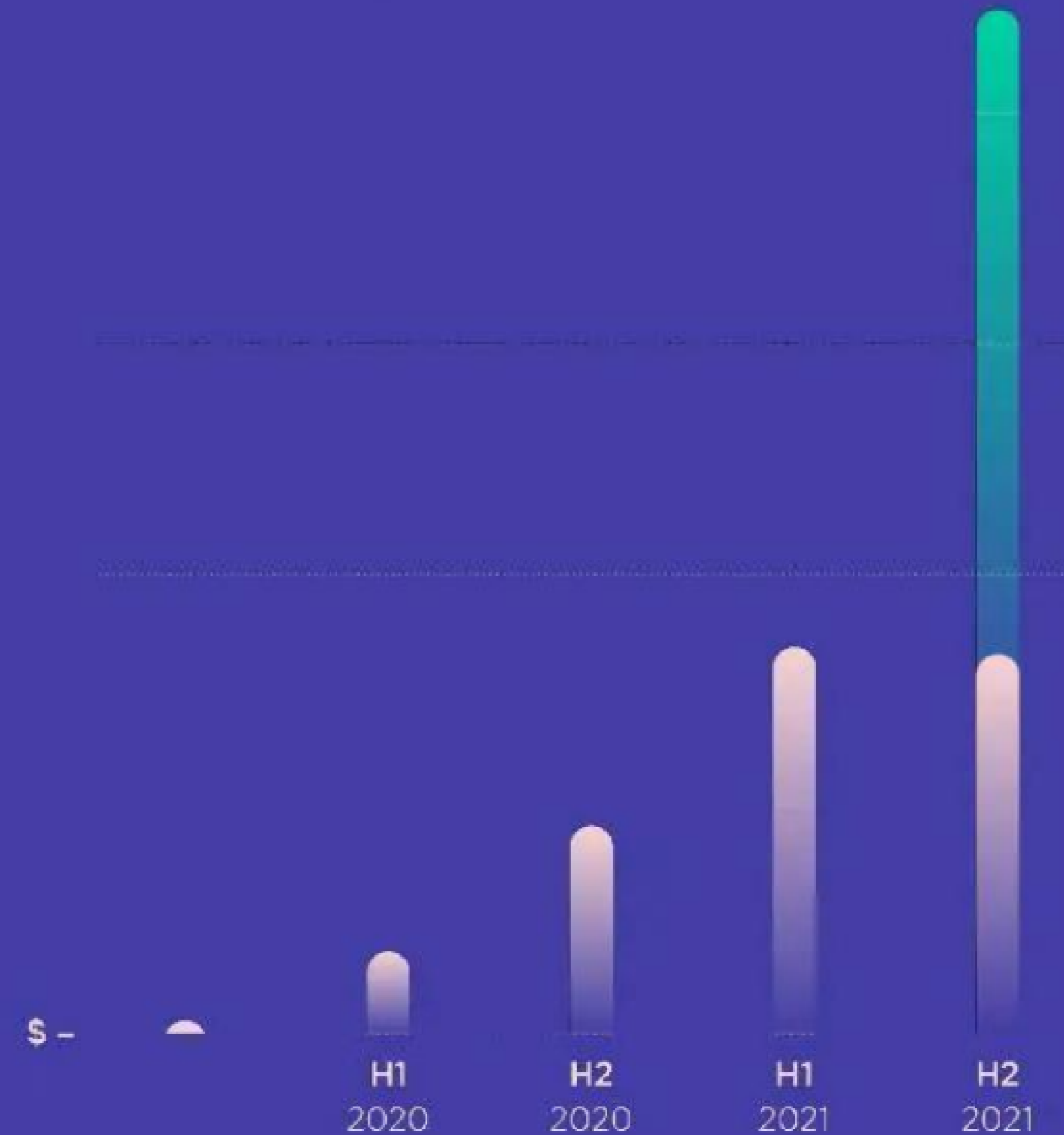


We are doubling revenue every 6 months

● Revenue - **actual**
● Revenue - **projected**

We have shown:

- Strong customer retention and expansion
- A repeatable sales playbook
- Positive unit economics



We have built an exceptional team of experts in the space.

We are a team of 20 today including:

- 6x - Tech
- 5x - Marketing and Partnerships
- 3x - Commercial
- 2x - Product
- 2x - Operations
- 2x - Project management

Executive Team



Patrick Short

CEO & Co-founder
Sanger Institute, Cambridge



Charlotte Guzzo

COO & Co-founder
JP Morgan, Cambridge



William Jones

CTO & Co-founder
EBI, Cambridge



Mike Allen

Head of Product
Push Doctor, GSK



Lauren Wong

Head of Marketing
Hello Fresh



Liam Eves

Head of Precision Enrolment
hVIVO

We are raising \$11M to scale to meet demand and transform this trillion dollar market

We will use the funding to:

- Grow our team in the US and Europe, tripling revenue year over year.
- Sign at least one flagship partner in each of our six key international markets.
- Develop the platform to meet demand in **50+** diseases and **6+** countries by mid 2023 and raise a Series B to further accelerate our growth.



For more information,
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