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cancer drug discovery using the power of the fly

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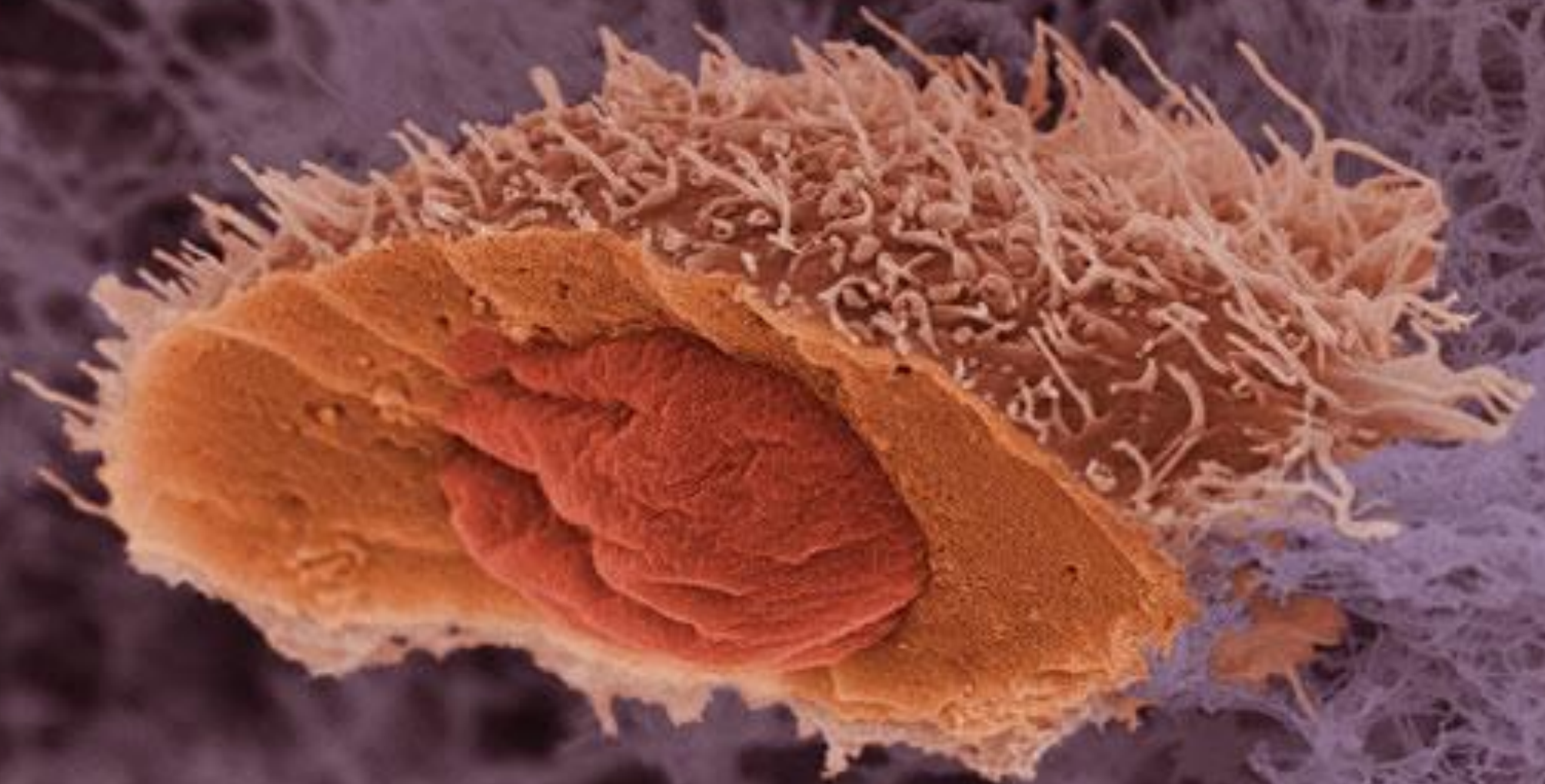
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outline

- disease
- need
- our **unique** solution
- intellectual property
- business model
- market, sales, financials
- road-map

cancer



the need

personalised medicine

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market implications

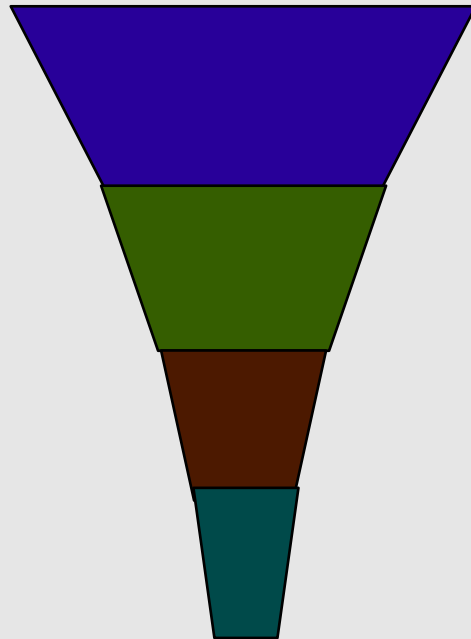
- higher overall number of drugs
- fewer blockbusters



pressure to cut costs in drug
discovery

drug discovery

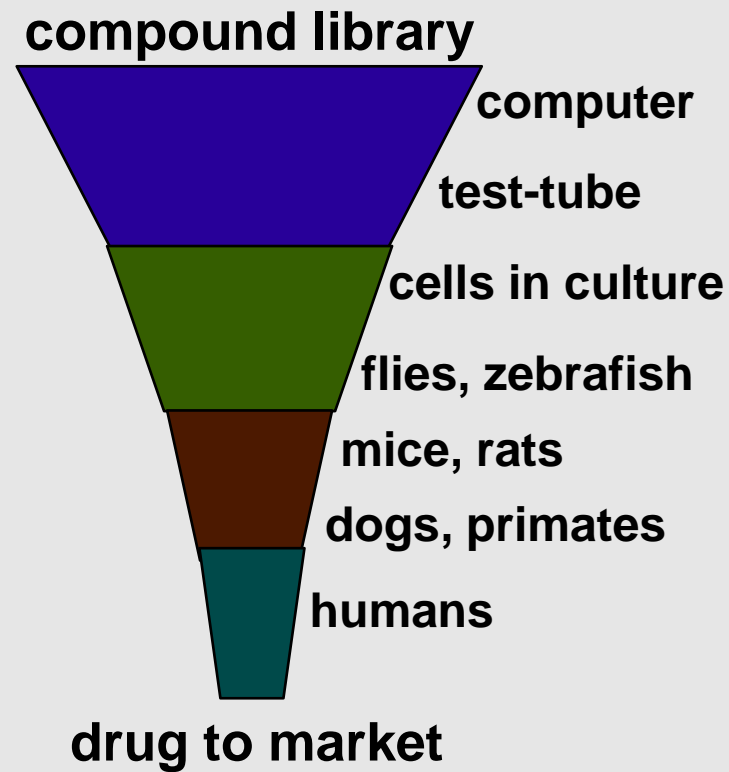
compound library
(1,000,000)



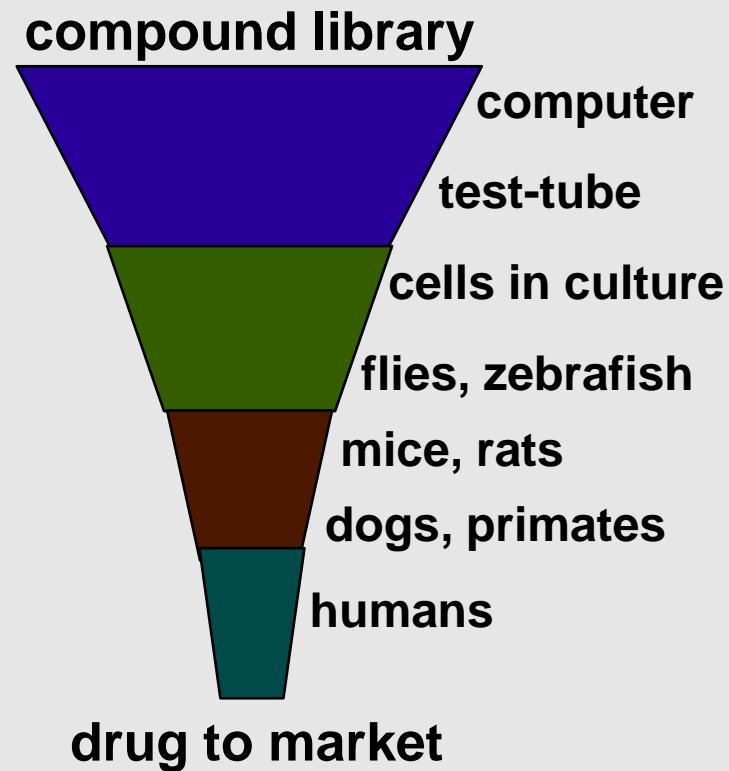
1 drug to market

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drug discovery



drug discovery



is this ideal?

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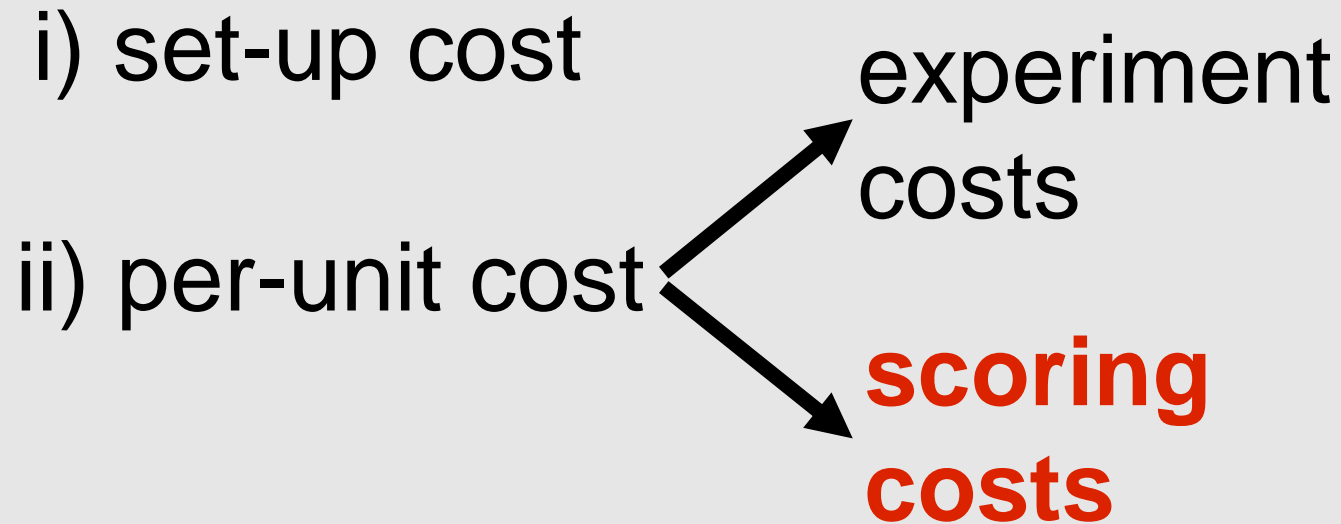
...it is a compromise

limiting factor:

cost

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break-down of cost

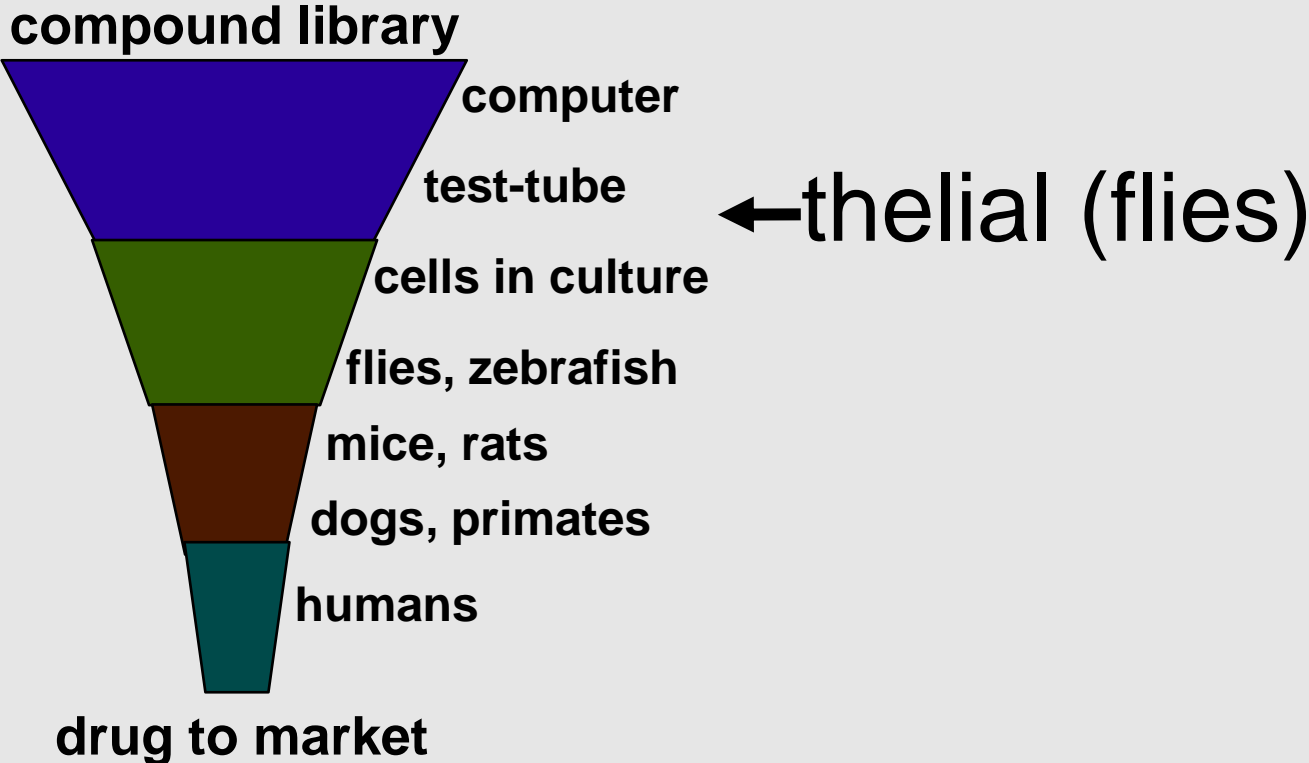


reducing scoring cost

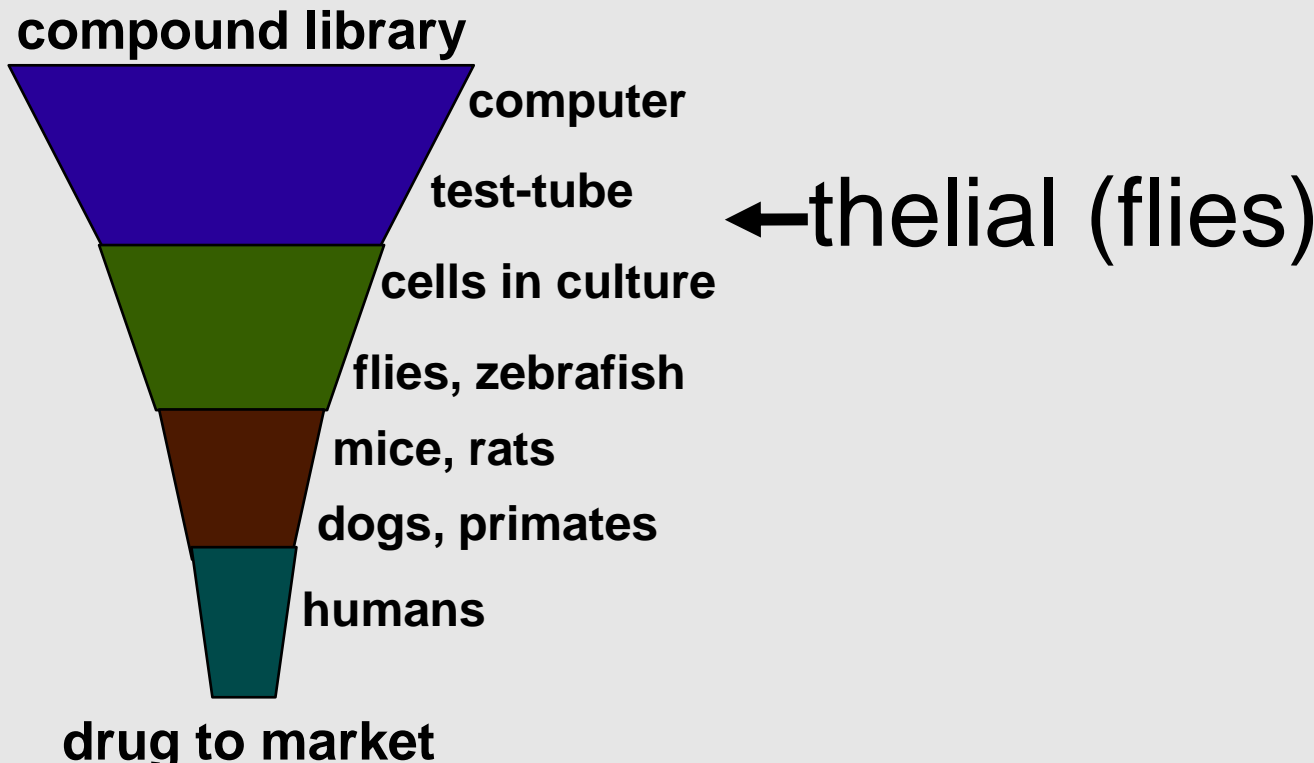
thelial's **unique** whole tissue
YES/NO read-out

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this means...



this means...

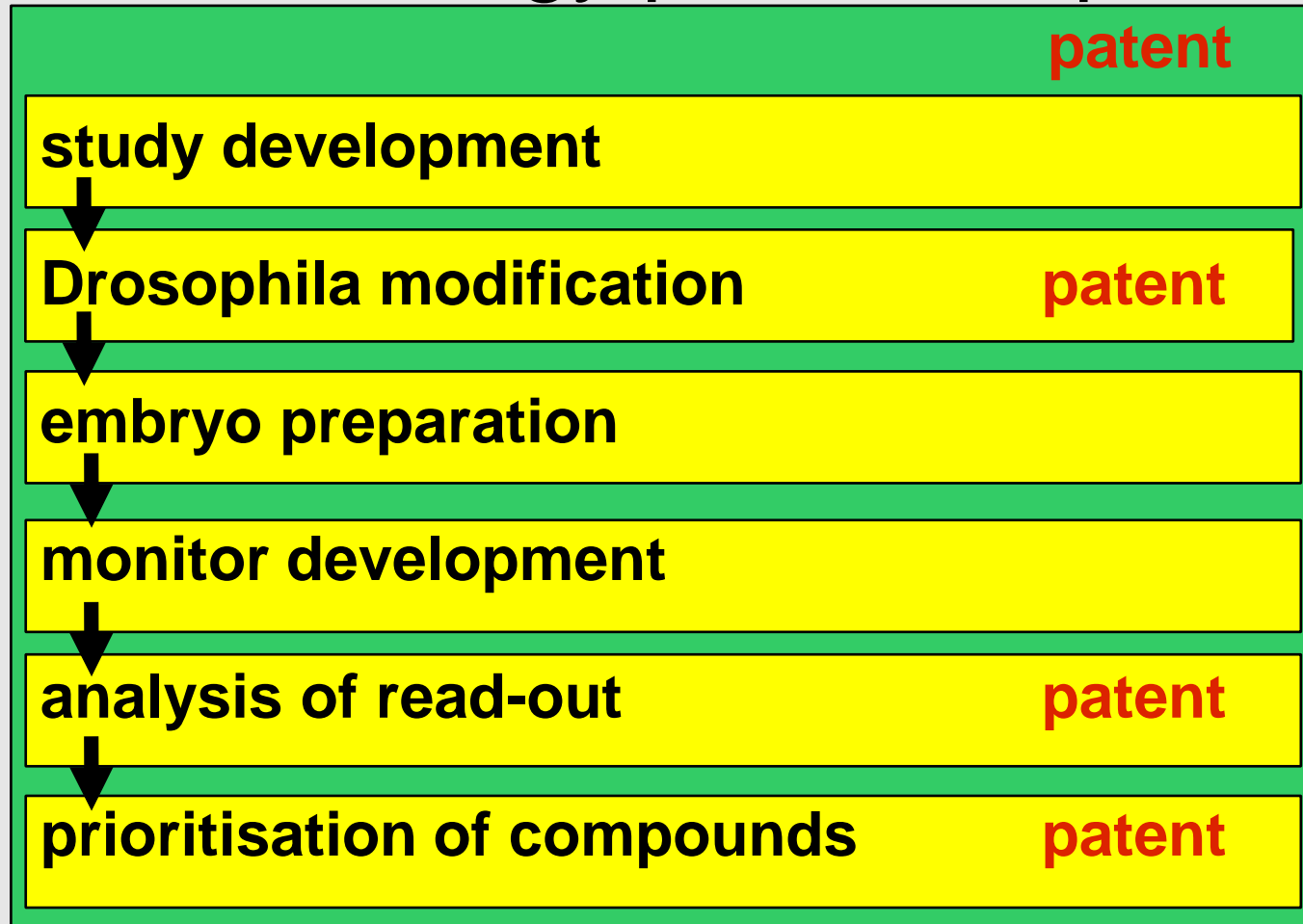


time savings ≈ 6 months
cost savings ≈ \$ 50 M



IP strategy

core technology protection package



business model



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business model



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first sale made

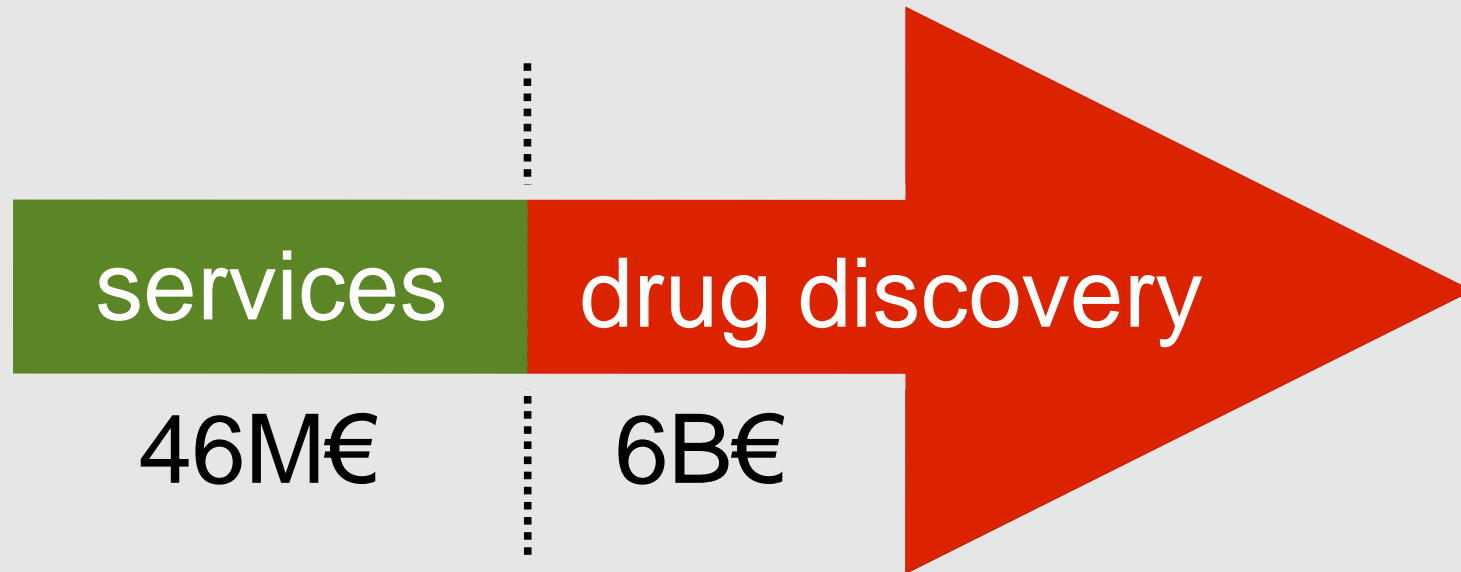
services

drug discovery

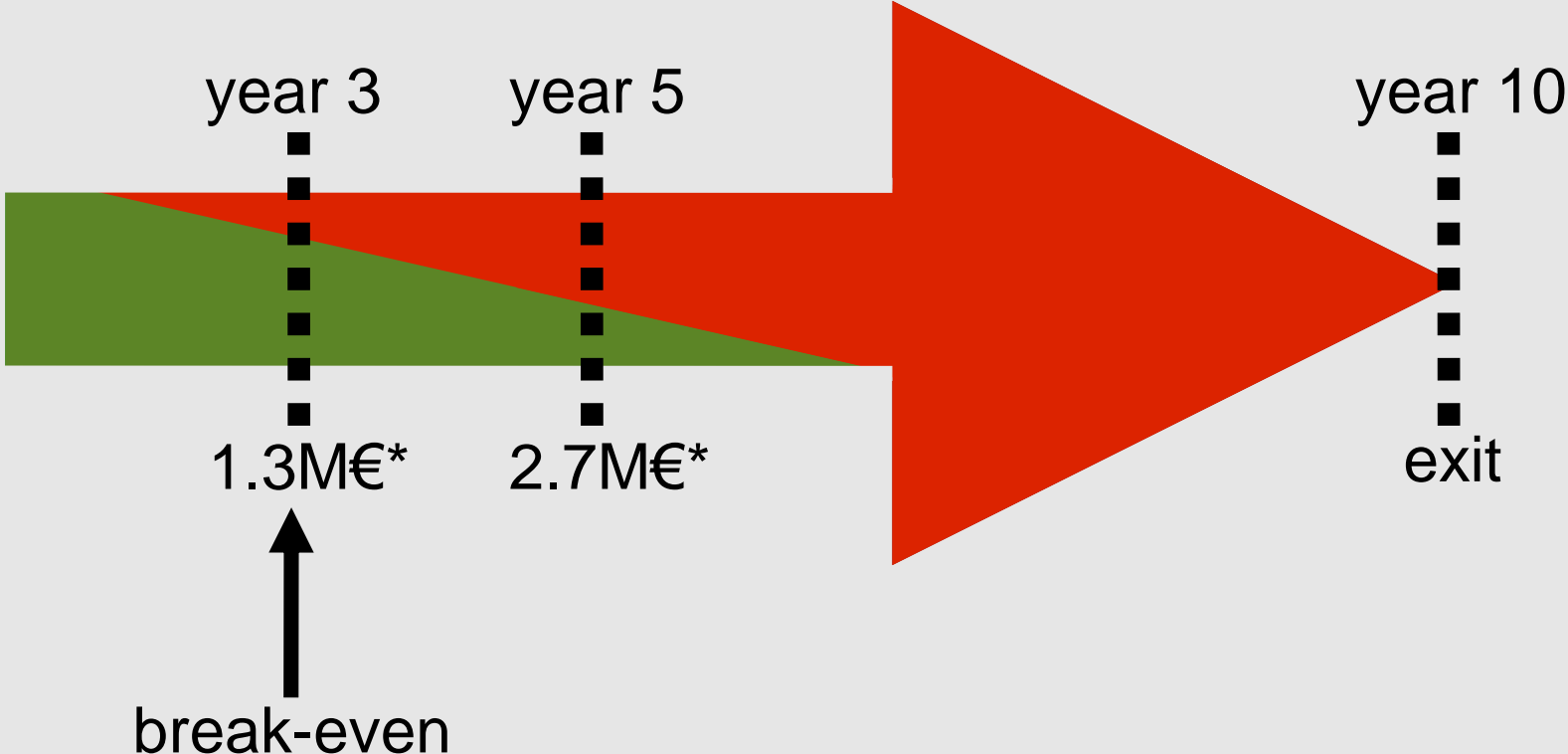


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market size



financials



* gross profit

exit

recent technology platform company sales

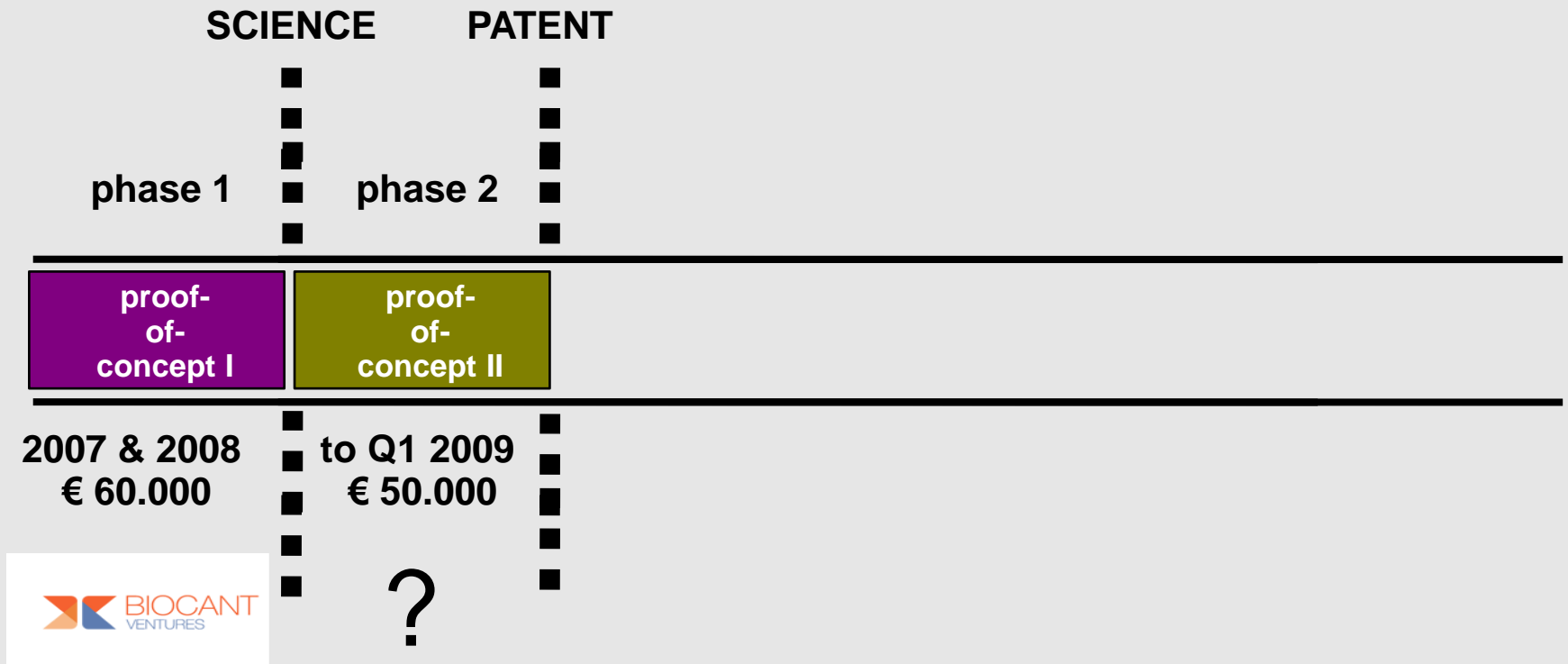
company	years trading	buyer	price
Sirna	10	Merck	1,100M US\$
Glycofi	6	Merck	400M US\$
Rinat	5	Pfizer	478M US\$
Avidia	3	Amgen	380M US\$



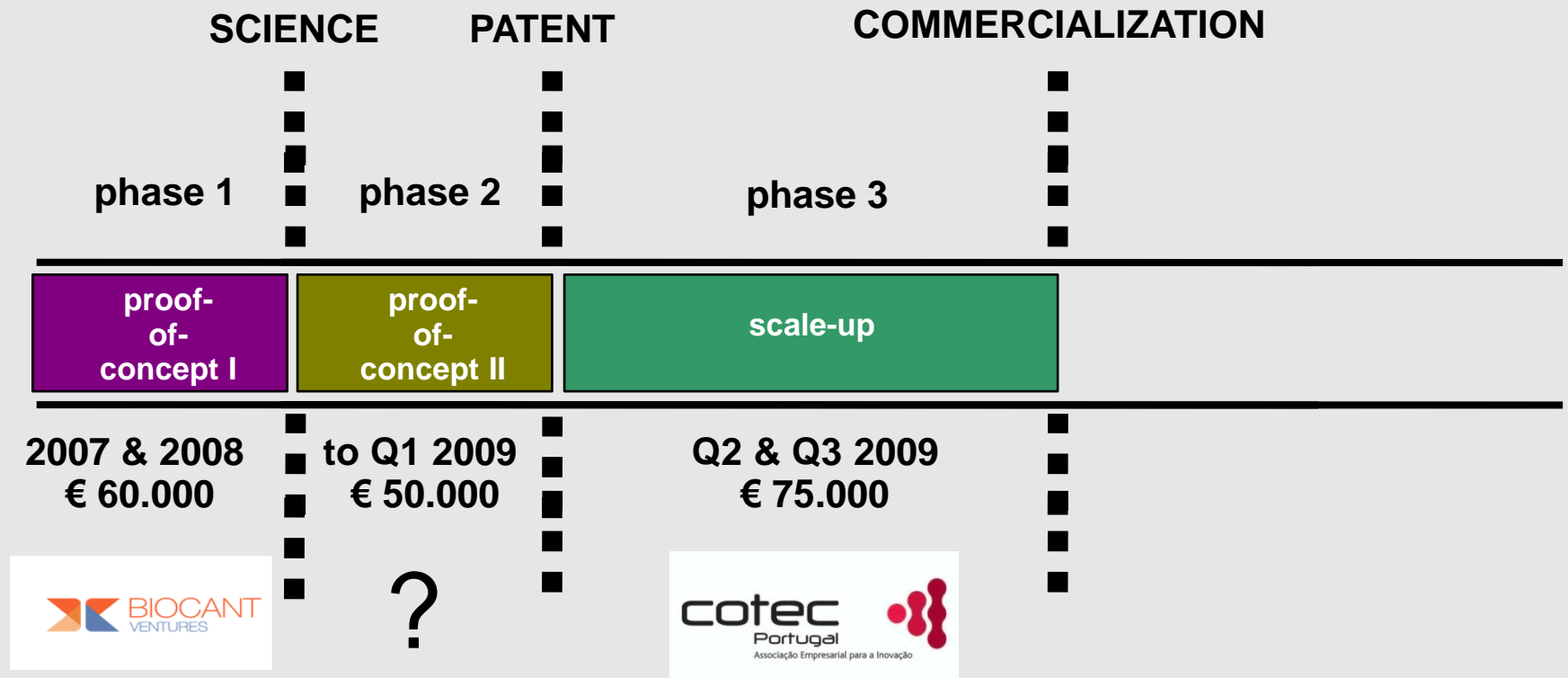
road-map



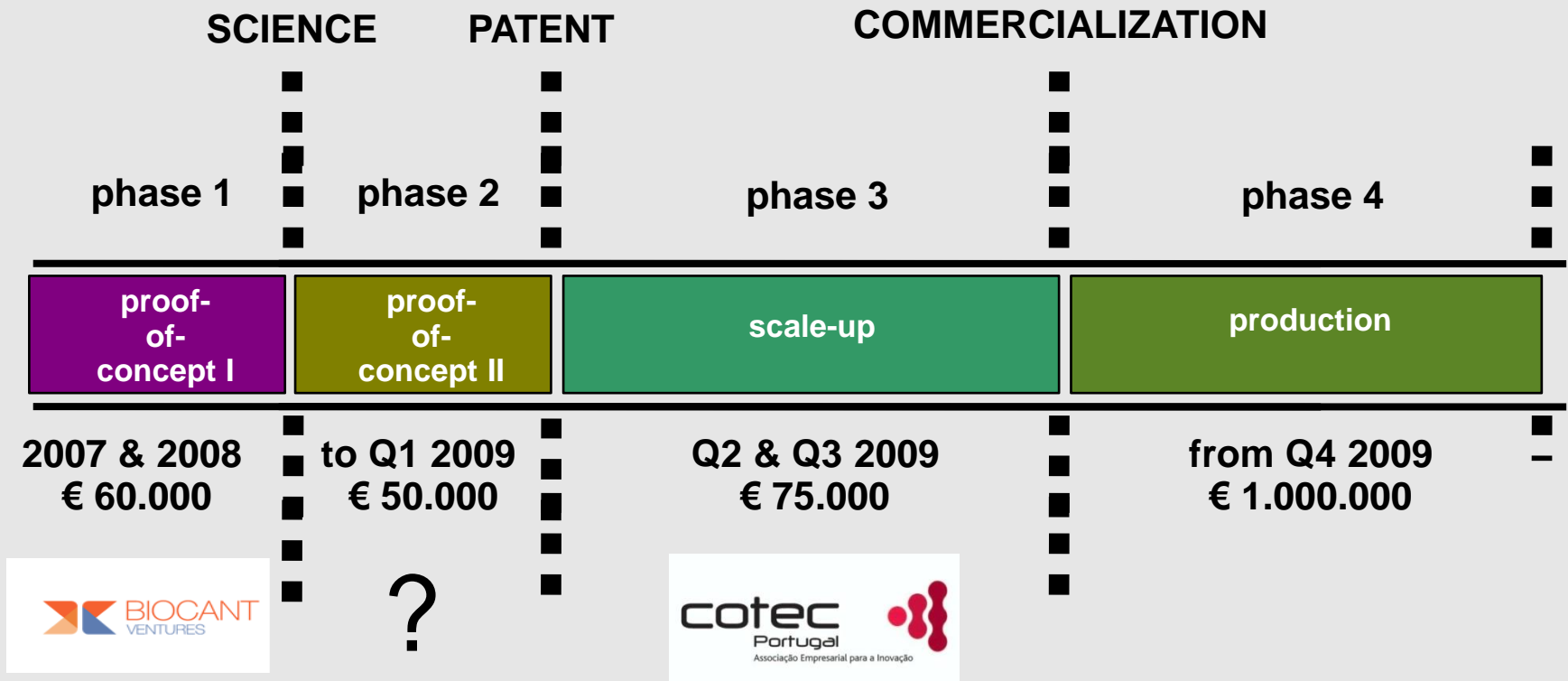
road-map



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