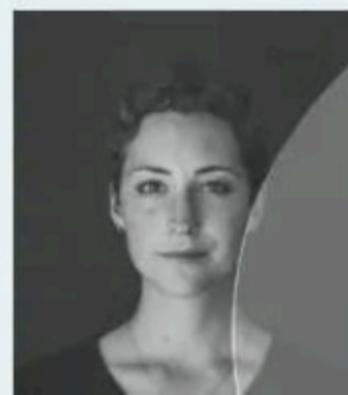


# Powering recruitment and relationship management for personalized medicine research

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

**Join us in this journey.**



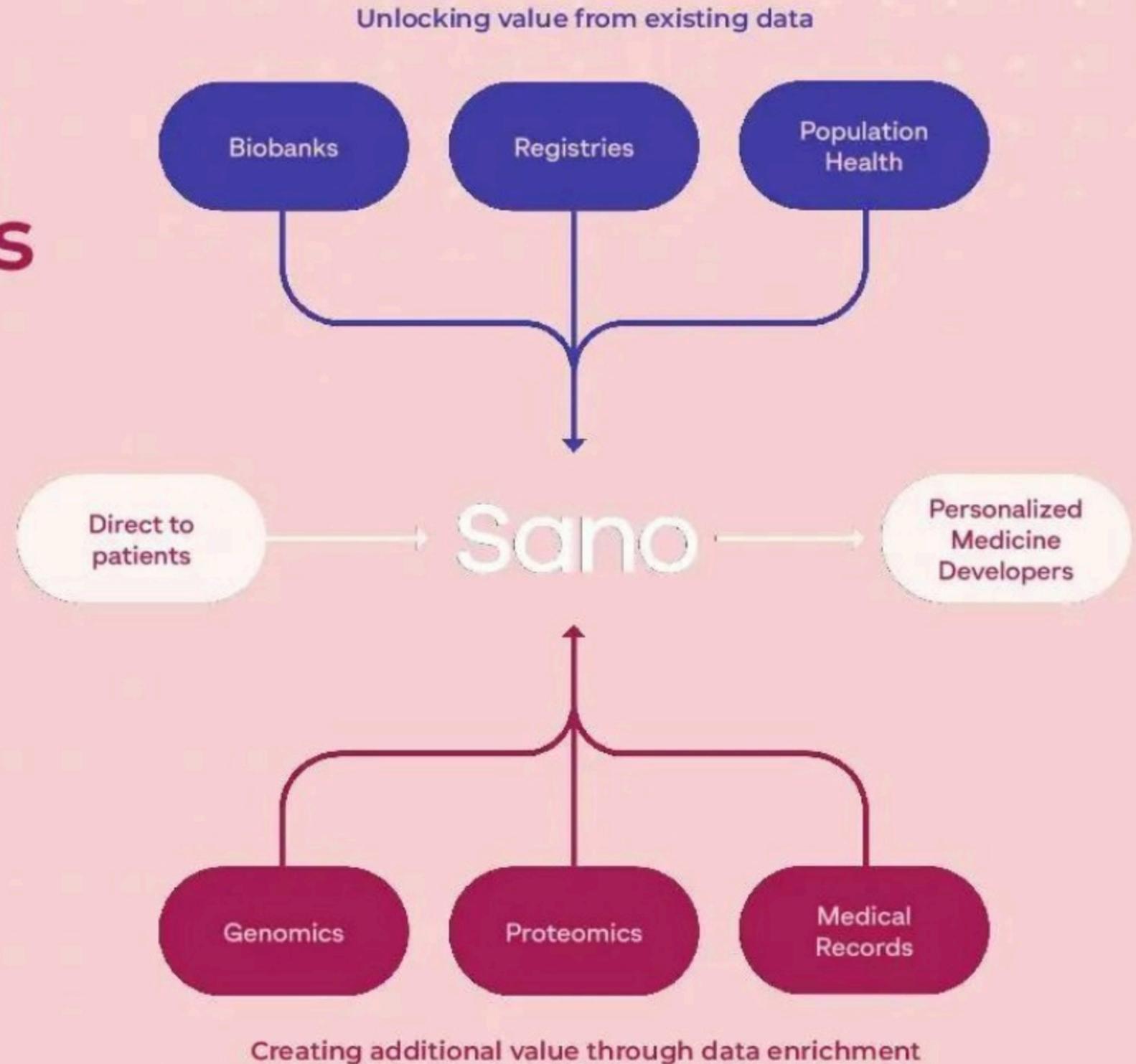
**Personalized medicines are on-track to surpass non-personalized medicines in the next 5 years.**

- Personalized medicine is about tailoring treatments using data, and there is a revolution happening.
- This is a **\$IT 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.

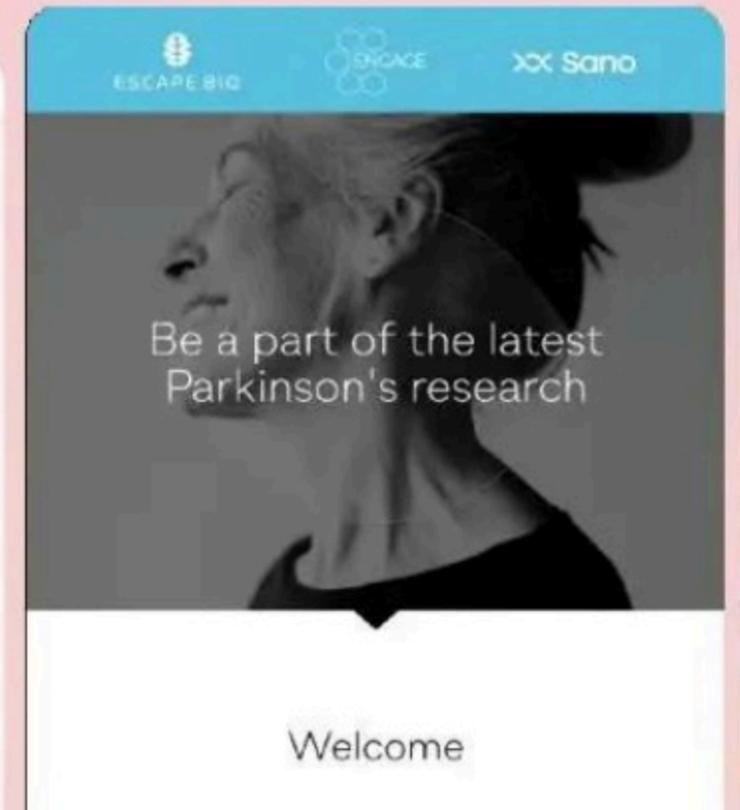
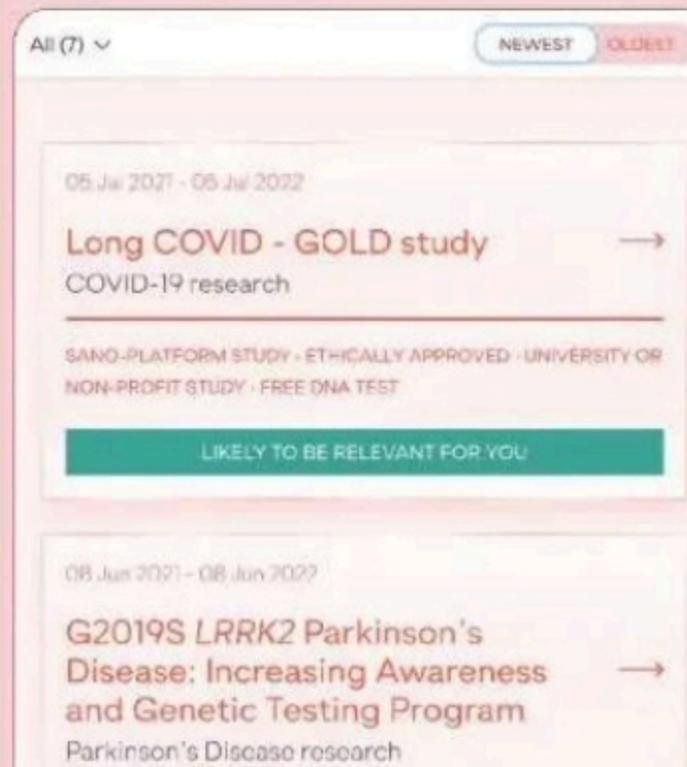
**83%** of Sano users said they would be likely to recommend Sano to family and friends

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



## Genetics and the acceleration of knowledge.

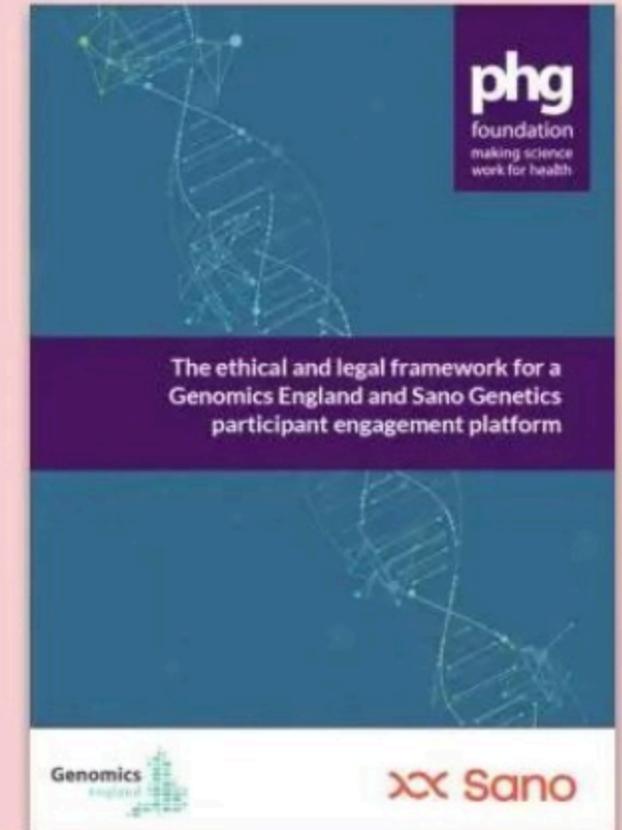
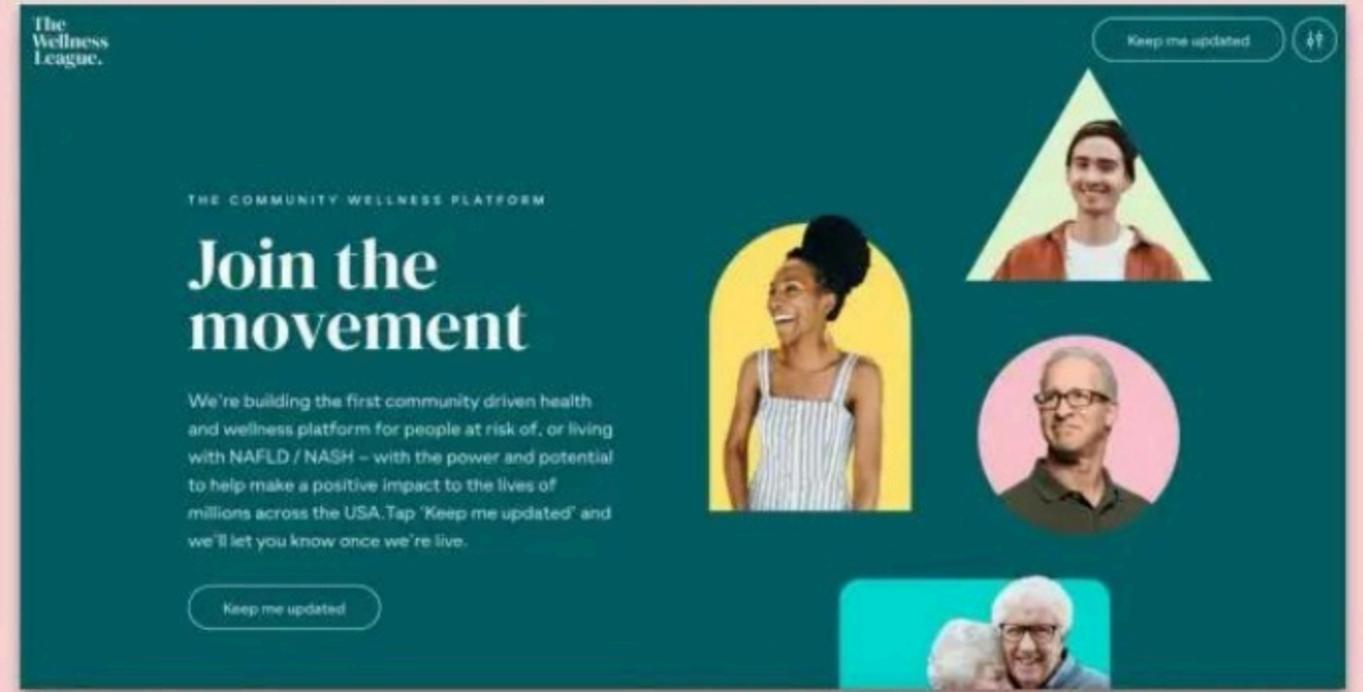
Genetic testing has revolutionised the way that individuals with rare and inherited diseases can be...



# 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.

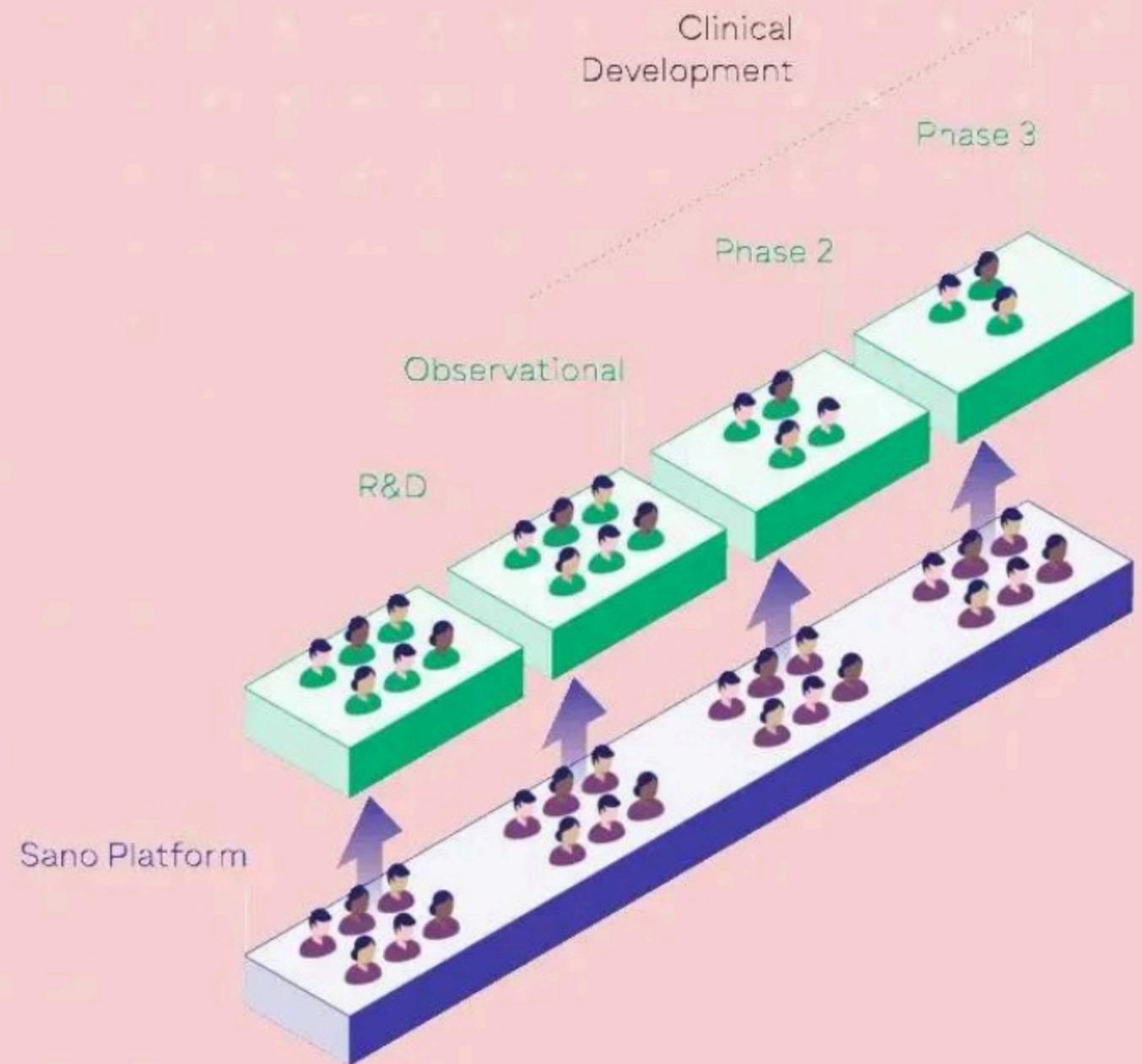
Governments, non-profits, and the private sector are accelerating investment in genomics, spending billions per year generating new datasets.



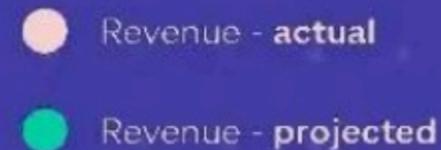
# Biotech and pharma clients use Sano to find the right patients and unify their journey

## 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

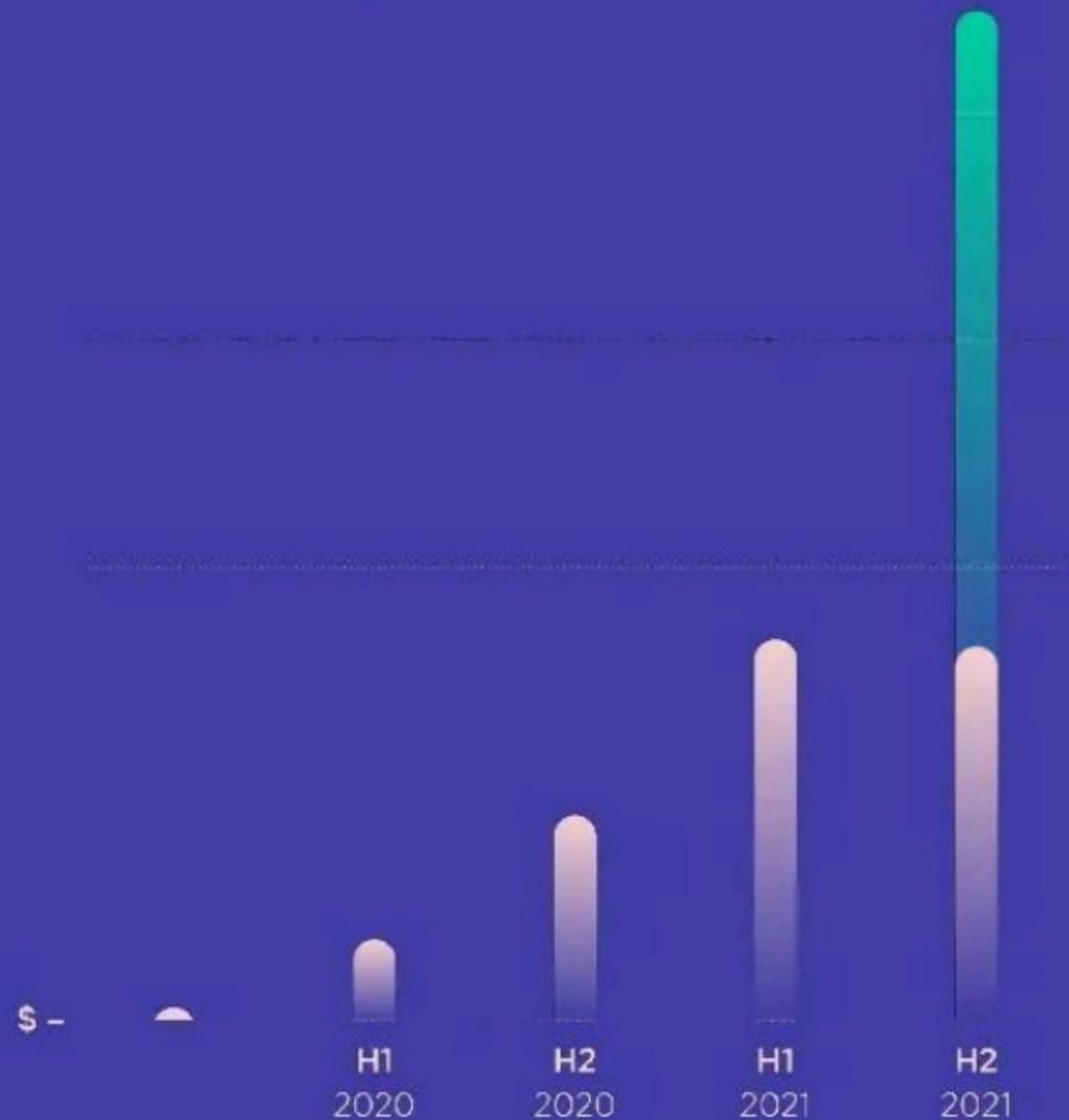


# We are doubling revenue every 6 months



## 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,  
please contact

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