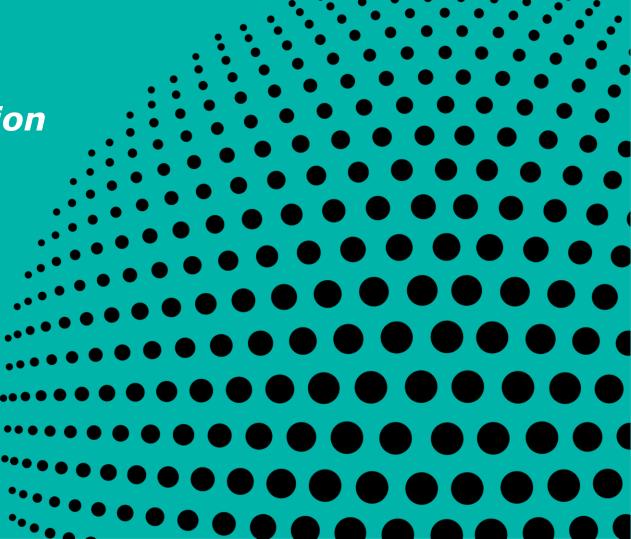


Nanoform Management Presentation

Q1 2023 interim report

May 25, 2023

Nanoform works to improve the lives of patients globally by overcoming drug development and delivery challenges through our game-changing technologies and novel formulation capabilities. Nanoform has a dedicated, multi-disciplinary team with a combined experience of launching 100+ medicines. Enhanced by the most talented minds in physics, AI, biology and engineering, Nanoform's nanoparticle engineering, formulation and GMP manufacturing services can drive forward market success and unlock the power of "small".



Disclaimer

Forward-Looking Statements

This presentation contains forward-looking statements, including, without limitation, statements regarding Nanoform's strategy, business plans and focus. The words may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," believe," "estimate," "predict," "project," "potential," "continue," "target" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Any forwardlooking statements in this presentation are based on management's current expectations and beliefs and are subject to a number of risks, uncertainties and important factors that may cause actual events or results to differ materially from those expressed or implied by any forward-looking statements contained in this presentation, including, without limitation, any related to Nanoform's business, operations, clinical trials, supply chain, strategy, goals and anticipated timelines, competition from other companies, and other risks described in the Report of the Board of Directors and Financial Statements for the year ended December 31, 2022 as well as our other past disclosures. Nanoform cautions you not to place undue reliance on any forward-looking statements, which speak only as of the date they are made. Nanoform disclaims any obligation to publicly update or revise any such statements to reflect any change in expectations or in events, conditions or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those set forth in the forwardlooking statements. Any forward-looking statements contained in this presentation represent Nanoform's views only as of the date hereof and should not be relied upon as representing its views as of any subsequent date.





Nanoform in a Snapshot

The Share

- > Listed June 4th, 2020, on **Nasdag First North Premier Growth Market in Helsinki** and Stockholm
- > Tickers: NANOFH and **NANOFS**
- > Significant Nordic, European and US institutional ownership
- > All press releases: https://nanoform.com/en/s ection/media/pressreleases/

Nanoform

- > Global experts in nanotechnology and drug particle engineering
- > ~150 employees, ~30 nationalities, ~35 with PhD degree
- > Headquartered in Finland with additional senior staff and board members in Denmark, France, Portugal, Sweden, UK, and US
- > ~4000m² manufacturing site in Helsinki for nanoforming API's

Strong balance sheet:

- EUR 63m (SEK 710m) cash
- No debt

Platform Technology

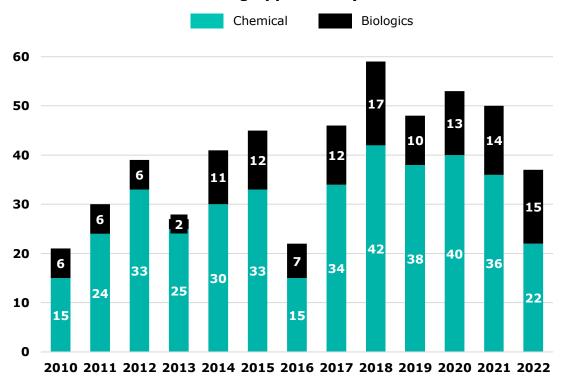
- > CESS® technology for small molecules
- > BIO technology for large molecules
- > STARMAP® for picking winners through cutting-edge sparsedata AI
- Unique formulation expertise for nanomedicine development



The structural pharma R&D problem

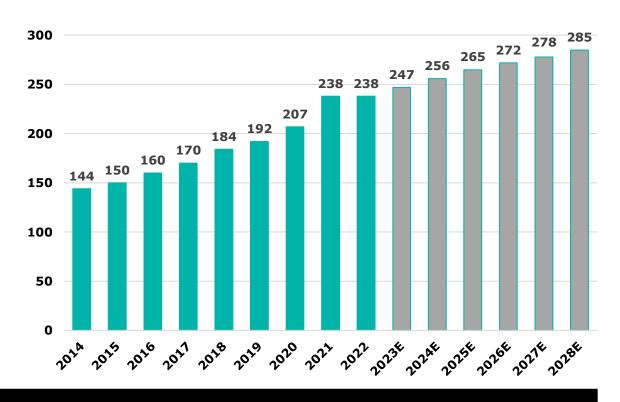
Less than 50 drugs approved in the US annually on average...

Annual number of novel drug approvals by FDA 2010-2022



...while the global pharma industry R&D expenditure exceeds \$200B

Global pharmaceutical R&D spending 2014-2028E (USDbn)



> A game changer is needed to improve R&D yield

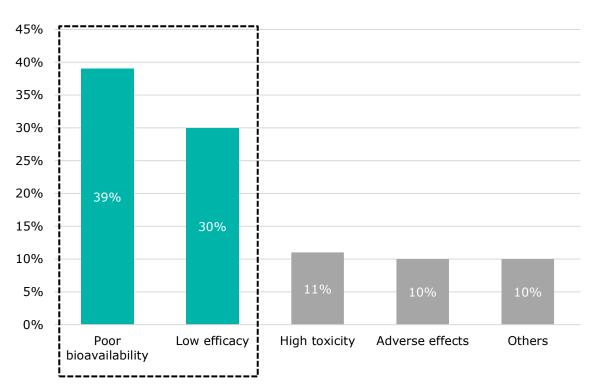


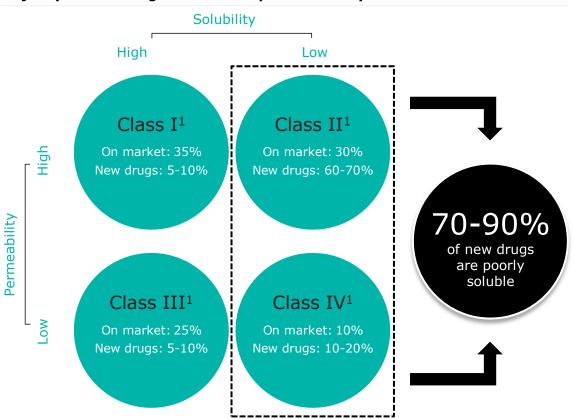
Low bioavailability is the key issue

Poor bioavailability and low efficacy most common reasons for drug failure

Majority of new drugs suffer from poor solubility





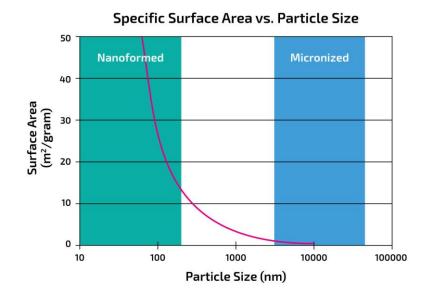


> Nanoform can enhance the pharma industry output by targeting poorly soluble drugs

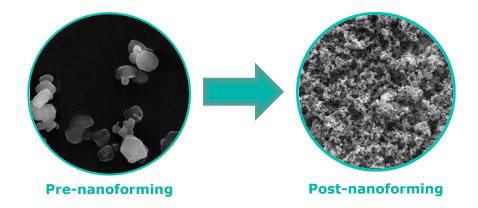


Particle size is key

Smaller particle size can improve a drug's bioavailability



- The surface area increases 30 fold from a 10 micron¹ sized particle once the particle size is reduced to 100nm
- Reduction of particle size down to 50nm increases the surface area by 1,000 fold



- Smaller particles have a larger surface area
- Larger surface area of particles enables better bioavailability of a drug
- Improved bioavailability implies better absorption of a drug by the body's circular system
- CESS® can produce API with large surface areas which can significantly improve the bioavailability of drugs

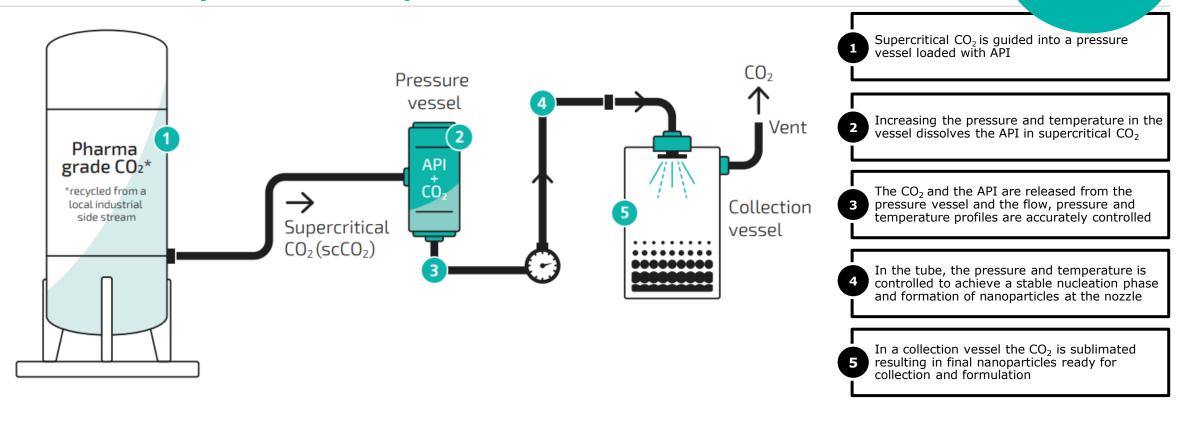
> CESS® produced nanoparticles have a larger surface area and as such improved bioavailability



Small molecules - Patented technology

Green technology

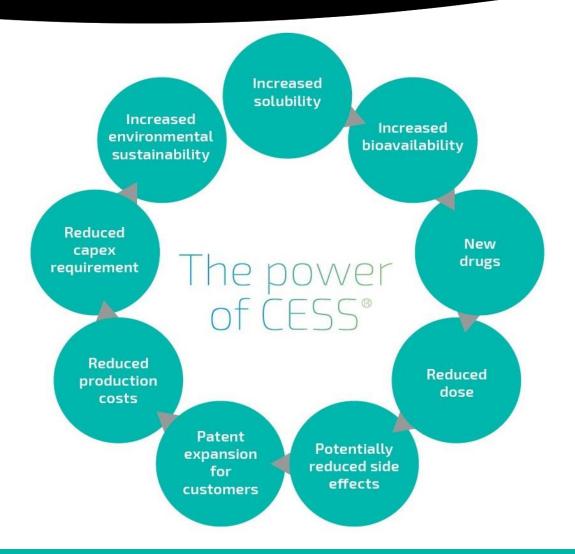
Controlled Expansion of Supercritical Solutions - CESS®



> Relatively simple process developed through combining deep knowledge in physics, chemistry, and pharma



Small molecules - Small is powerful®





Large molecules - Small is now possible in biologics too

Our unique **biological nanoforming technology** can produce drug particles as small as 50 nm in diameter while retaining biological activity. It is a gentle bottom-up process, and its effectiveness has been demonstrated on peptides and proteins in the 1 kDa* – 150 kDa range. We can engineer particle sizes to specific requirements. Our advanced technology can be applied across the biologics field to potentially:

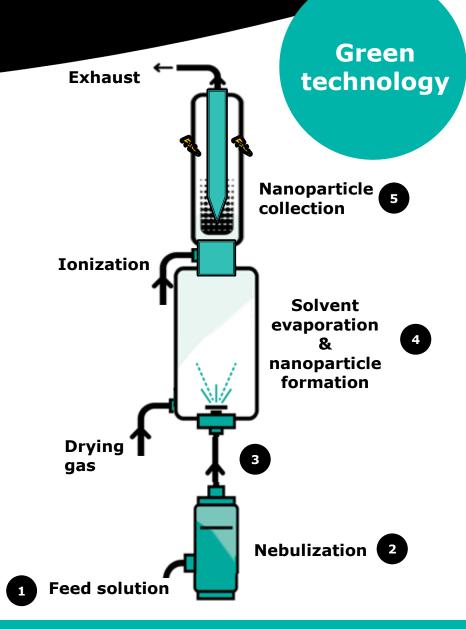




Large molecules - Technology

Nanoforming process for biologics

- **API** containing feed solution is pumped into nebulizer
- Feed solution is nebulized into mist droplets and mixed with the carrier gas
- Mist droplets are transported into the drying chamber via a connective pipe
- Mist droplets are dried using low-temperature drying gas, yielding nanoparticles
- Dried particles are charged by the ionizer and collected using electrostatic precipitation





Nanoform is here to fill the gap

The solution to low bioavailability is to decrease the particle size of the **Active Pharmaceutical Ingredient (API)**

Giving unsuccessful drug candidates a second chance

> 58 000 failed drugs in the last 40 years*

Improving existing drugs

> 5 800 existing drugs*

Enabling new drugs

> 20 000 drugs in development*

Nanoform's CESS® is the only technology that can manufacture nanoparticles without solvents, excipients, and complex production processes



Simplified value chain

High level overview of Nanoform's value chain and business model



Clients

- Global large pharma
- Mid-sized and specialty pharma
- Biotech



Launch of new drugs, improving existing drugs & reducing clinical attrition





Revenue

- > Fixed fee per project
- Royalty as a % based on drug sales or supply price per kg

▶ Nanoform nanoforms APIs for the pharma and biotech industry using its patented CESS® technology







A strong start to 2023

- Multi-API license received
- Clinical manufacture campaign for "Project Blockbuster" commenced
- Strong client momentum returned after slower market 2H22:
 - 13 new non-GMP deals signed ytd
 - 3 new major pharma relationships initiated ytd
- Operating free cash flow has started to improve, a trend expected to continue
- ➢ Gross margin expected to return to >90% after GMP QC approved by Fimea*
- Balance sheet solid with EUR 63m in cash and no debt
- Confidence in our near-term business targets being reachable



Nanoform from June 2020 IPO to May 2023

	IPO June 2020	May 2023	Growth
Employees	50	~150	~3x
Manufacturing lines	5	~20	~4x
Customers enrolled	5	~40	~8x
Customer projects started	5	~60	~12x



Nanoform near-term business targets 2023

Topic

Target

Status

Customer **Projects**

" Increased number of non-GMP and GMP projects signed in 2023 vs 2022 " *

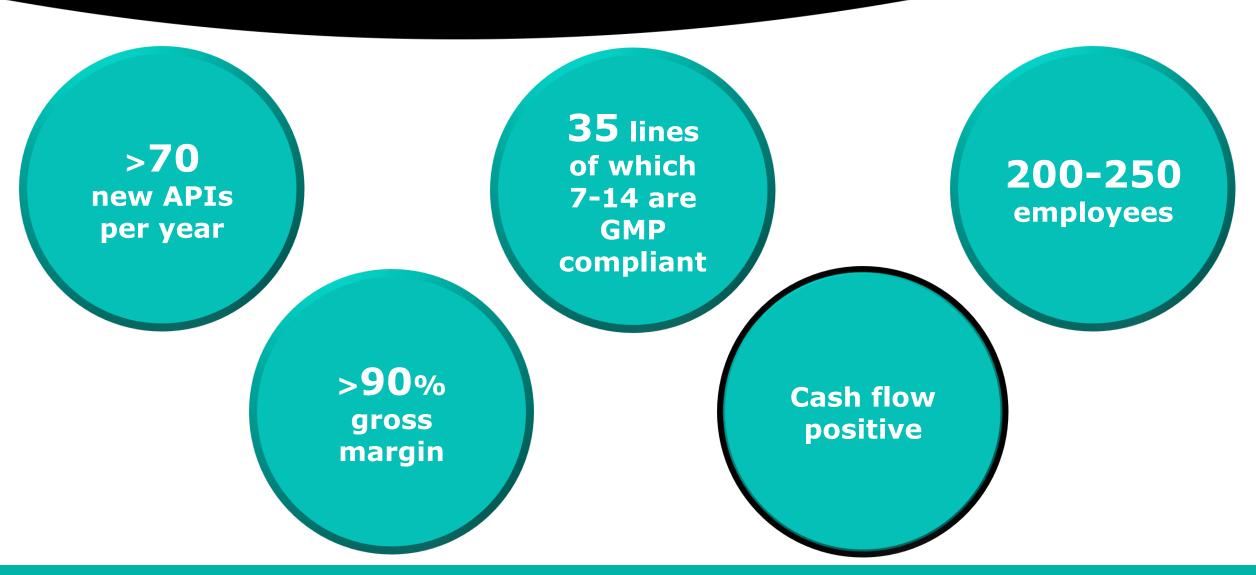
On track

Operating Free Cashflow " Improved operating free cashflow in 2023 vs 2022 " **

On track



Nanoform mid-term business targets 2025

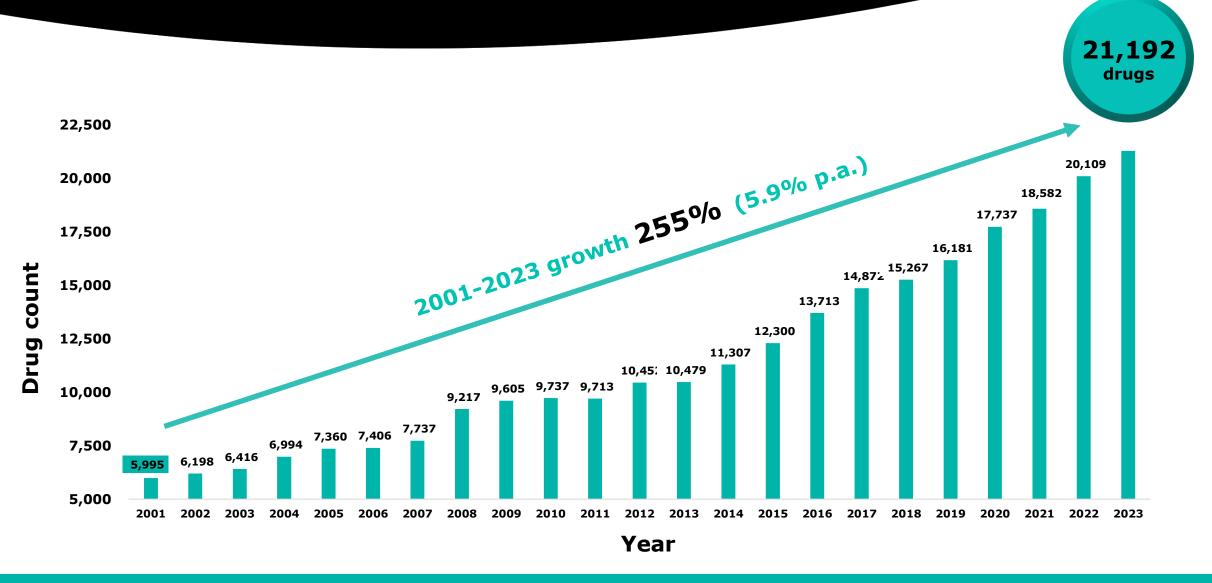






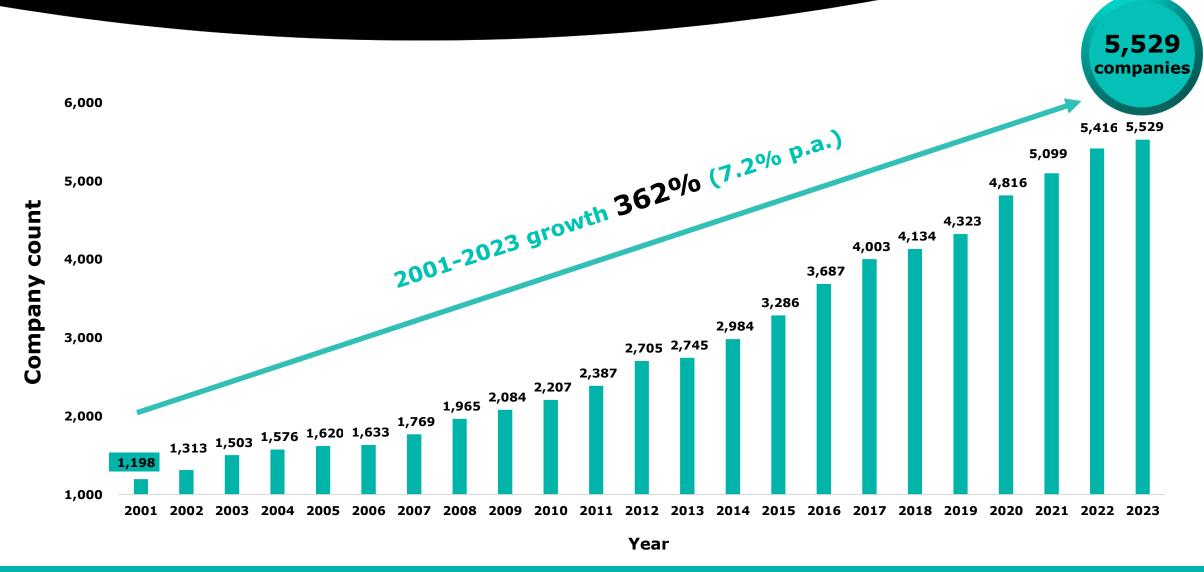


Global drug R&D pipeline size and growth





Global number of companies with active pipelines

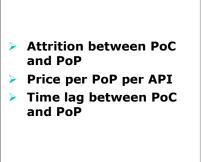




Revenue drivers & industry attrition rates

Nanoform pre-clinical and clinical revenue drivers

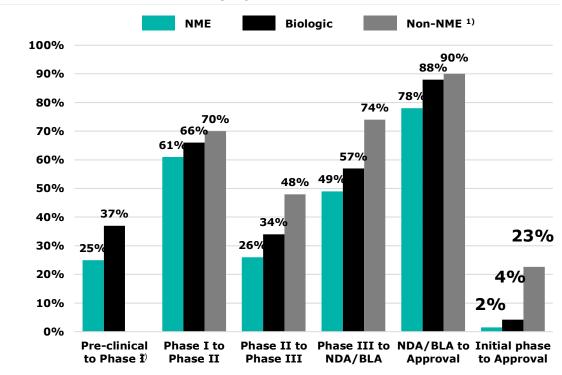
Non-GMP # of active customers Proof of # of APIs per customer Concept (PoC) Price per PoC per API



GMP Attrition between previous and current phase Price per phase per API Phase I, Time lag between III & IIIprevious and current and/or phase 505(b)(2) # of customers with 505(b)(2) strategy Proportion of new drug candidates and 505(b)(2) APIs



Global Pharmaceutical industry's pre-clinical and clinical success rates



Timeline (years)	Pre-clinical	Phase I	Phase II	Phase III	Approval	Total
New drugs	~1-4	~2	~2	~3-4	~1	~9-13
Existing drugs	-	Clinical deve	lopment for 50	05(b)(2) ~2-5	~1	~3-6



Proof of

Process

(PoP)

Nanoform - Attractive revenue model, stands the test of time

Predictable revenue streams through capitalizing the entire pharmaceuticals value chain

Phase Proof of Concept / Proof of Process Phase I - III trials **Drugs on the market** Certification Non-GMP **GMP GMP** > API for clinical trials are Proof of concept study -Drugs that have passed the trials assessment of the possibility to manufactured in Nanoforms GMP and reached commercialization nanoform a specific API facility > In practice, if a company has taken Proof of process study - definition Supply of material for customers' its drug through Phase II trials, it is **Description** of parameters to establish the difficult to switch manufacturer Phase I, II and III trials optimal process and controls for a Nanoform gets paid regardless of specific API Significant potential from patent the outcome of the trials extension (505b2 projects) of drugs already on the market Fixed fee per project Fixed fee per project Royalty as a % based on drug sales or Revenue Estimated project fee of EUR 50-500k Estimated project fee of EUR 0.5-10m supply price per kg model per API per project per API per phase Estimated royalty fee of 1-20%

Attractive business model with diversified risk profile due to not having to carry the cost & risk of drug development or being dependent on a single drug



nanoform.com | @nanoformf

Commercial highlights ytd

2023 ytd

- > 13 new non-GMP deals signed (6 new projects in Q1, and 7 new in Q2 qtd)
- > 3 new major pharma relationships initiated, including our first Japanese major pharma
- New grant from the Bill & Melinda Gates Foundation

"Project Blockbuster"

- > GMP manufacturing campaign started in May and is expected to take a couple of months
- Nanoformed material is expected to be shipped for manufacture of final product during Q3
- The human pilot PK study is expected to commence in Q4
- Read out is expected in Q1 2024



Commercial Relationships 2019 to 2023 YTD

10 major pharma companies
e.g. AstraZeneca, Boehringer Ingelheim, GSK, Sanofi

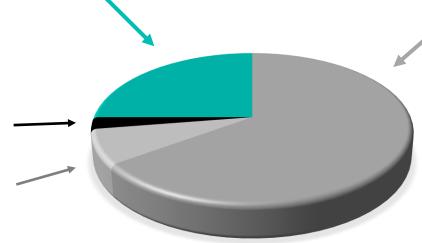
26 mid-sized, specialty pharma & biotech companies

e.g. Pharmanovia, Herantis and TargTex

1 co-development

3 collaborations

e.g. Aprecia and Celanese Corp



Nanoform customer projects - therapy area overview*

Pre-Clinical	Phase I	Phase II & III	Marketed
Cardiology Gastroenterology Immunology/ Inflammation Infectious Disease Metabolism and Endocrinology Neurology (CNS) Oncology Opthalmology Respiratory	Immunology/ Inflammation Dermatology Neurology (CNS) Oncology Opthalmology Pain	Metabolism and Endocrinology Neurology (CNS)	Infectious Disease Immunology/ Inflammation Oncology Opthalmology



"Not Your Grandparents' Drugs"

How Drugs Changed Since the 70's and What to Do About It:

https://www.youtube.com/watch?v=nXcs3Irk7Q0



Dr. Dennis Hu CEO





Christian Jones, FRSC
Chief Commercial Officer
Nanoform



Vice President
US Business Development
Nanoform



nanoform.com | @nanoformf 27







STARMAP® enables us to screen thousands of APIs simultaneously to see which are likely to be the stars that will shine the brightest. Partners are using the system not only to identify the potential for new chemical entities, but also to open up the possibility of revisiting and repurposing previously disregarded drug candidates where nanoforming will give them a second chance. Find out more here:

https://nanoform.com/en/technologies-and-services/starmap/

small is green

Small is lean through digital

The emergence of innovative artificial intelligence (AI) technologies is transforming the pharmaceutical industry. Nanoform's AI engine, STARMAP® has the capability to accelerate drug development with sustainability in mind by optimizing manufacturing processes and enhancing resource efficiency.

STARMAP® is the digital twin of our CESS® process; it leverages cutting-edge AI to predict the likely success of drug candidate molecules in our hands.

STARMAP® therefore ensures we can target only those projects we know will have the greatest chance of success, avoiding the waste of laboratory resources.



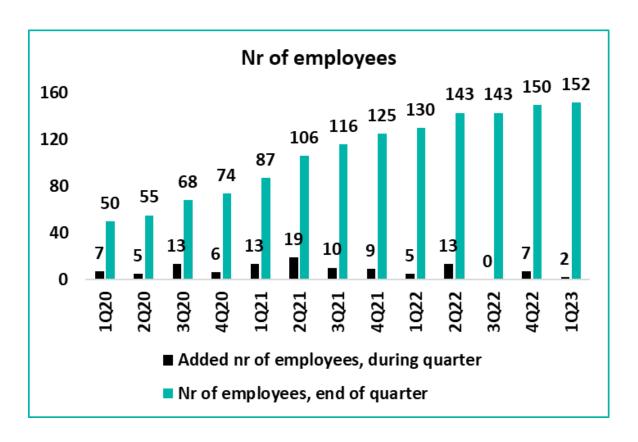
nanoform.com | @na

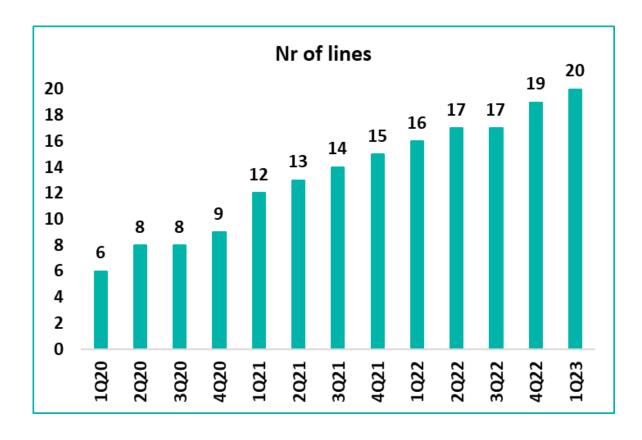
@nanoformf





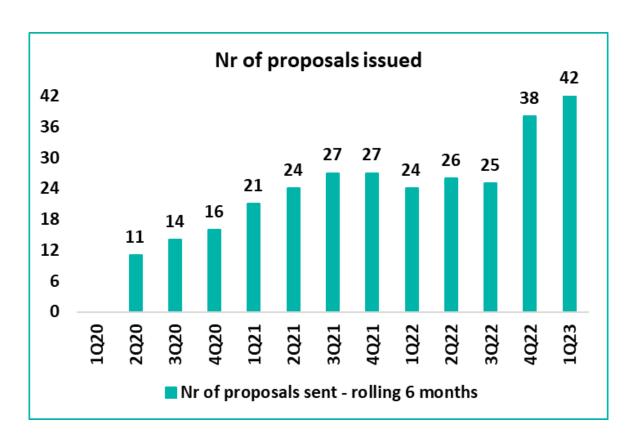
Nr of employees & nr of lines

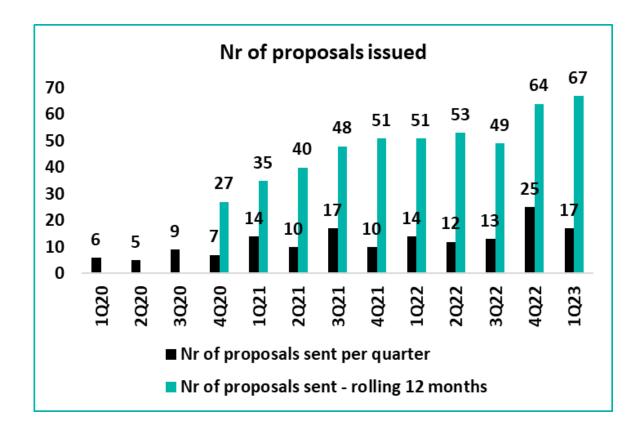






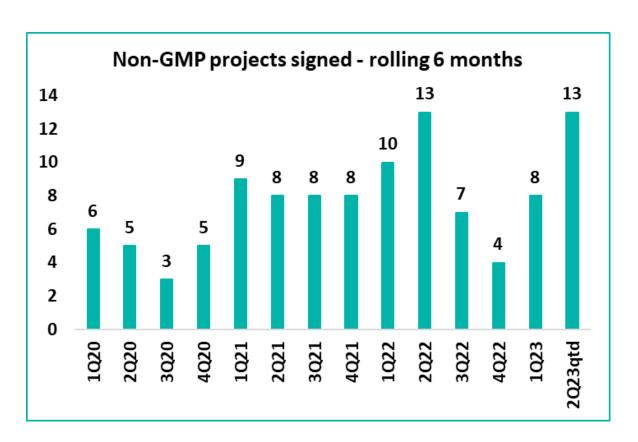
Customer momentum returned in 4Q22...

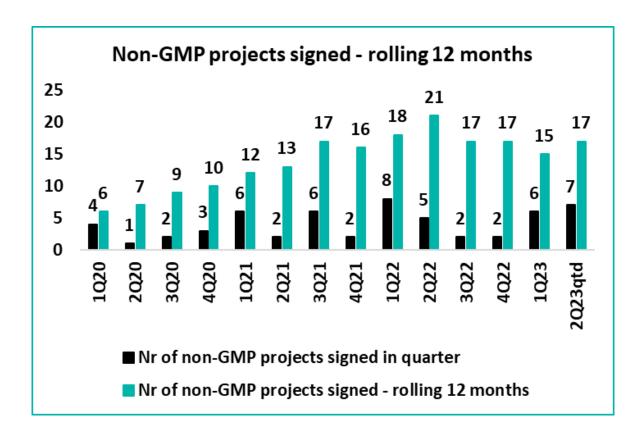




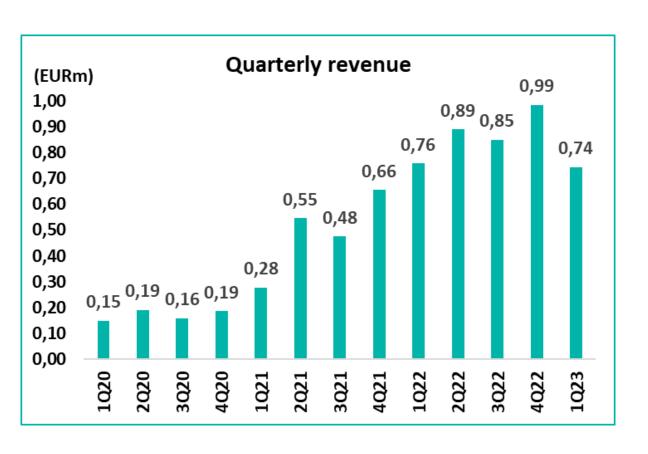


...seen in signings in 2023





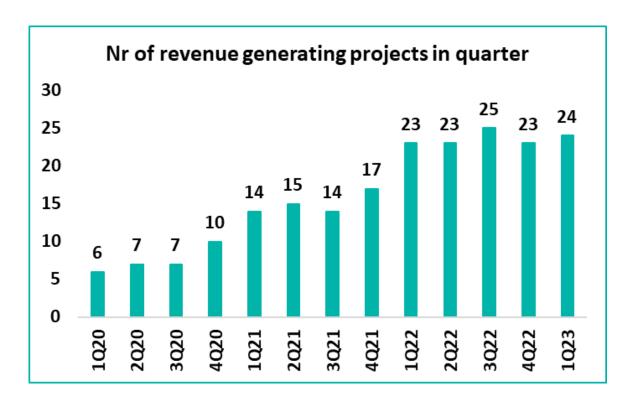
Quarterly and rolling 12 months revenue impacted by slow signings in 2H22

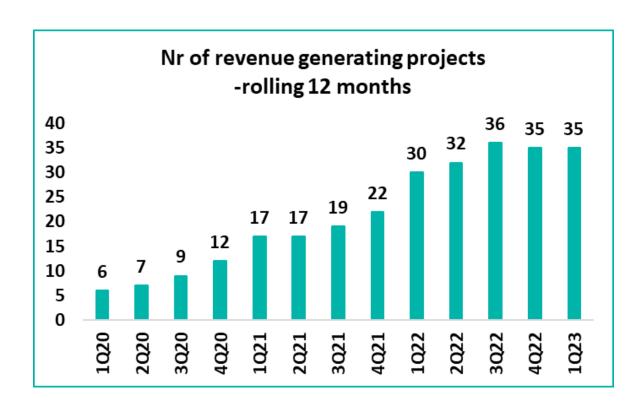






Nr of projects generating revenue*



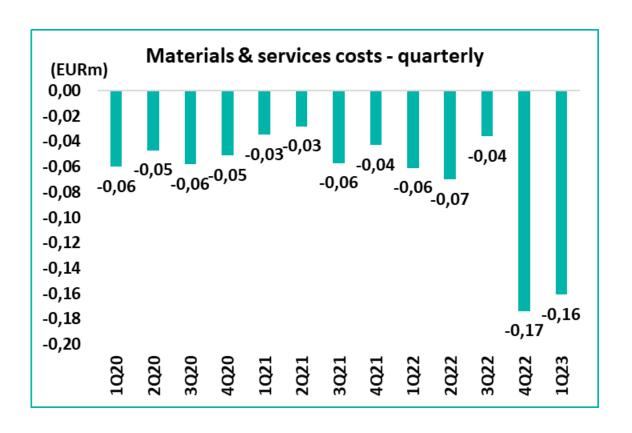


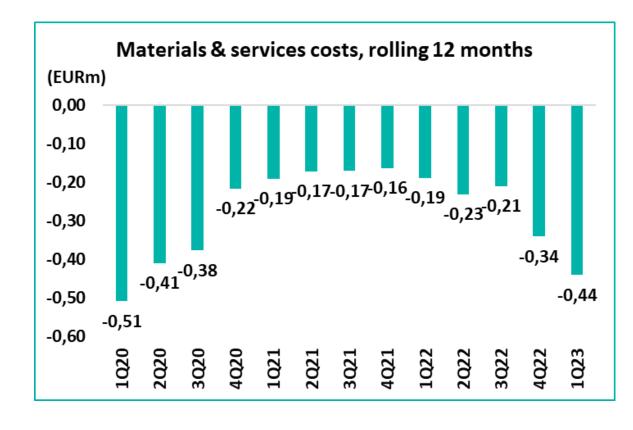
^{*}Impact on revenue can in a quarter for some of the projects be negative if budgeted costs increase significantly (often related to hours worked).



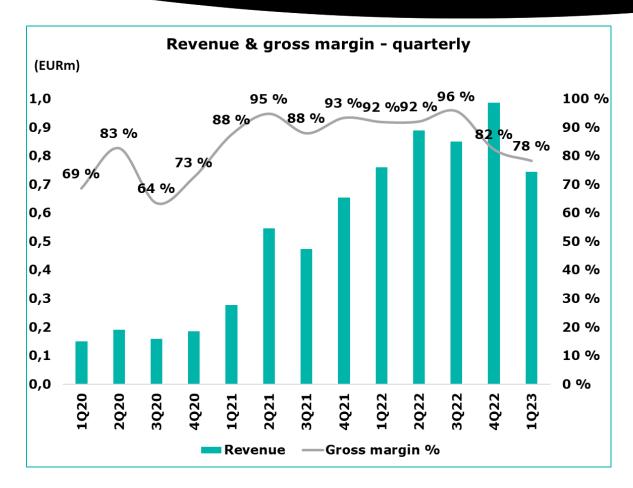
@nanoformf

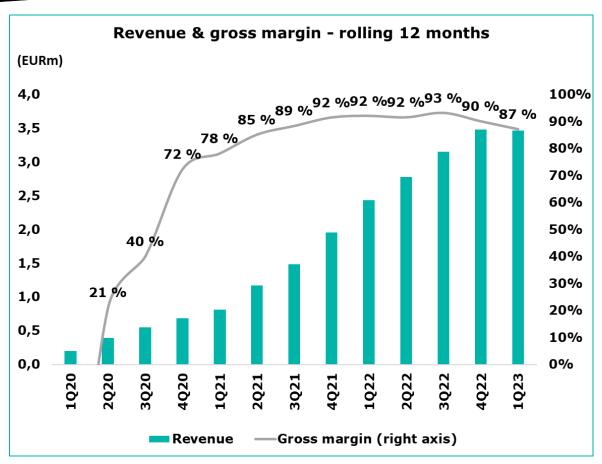
GMP ramp-up led to increased external GMP QC costs...





...which had an effect on the gross margin



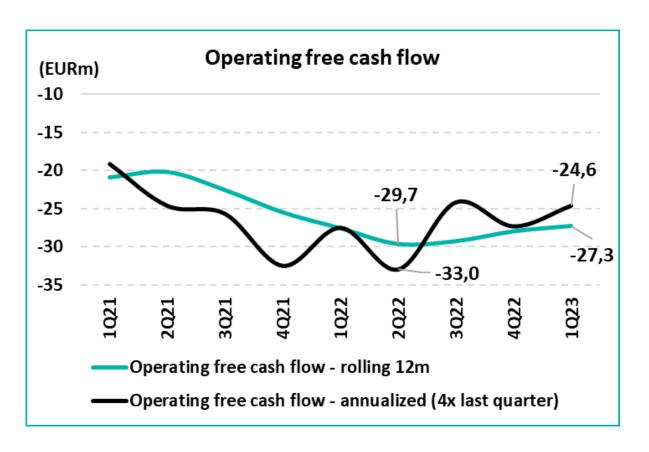


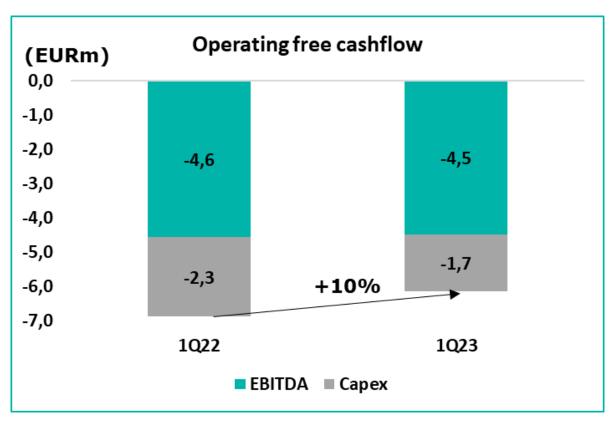
Excluding the cost of the external GMP QC services, our underlying 1Q2023 gross margin increased from last year and was clearly above 95%. Later this year, submissions will be made to the Finnish Medicines Agency to include new production areas and equipment and Quality Control laboratory areas in Nanoform's GMP facility. This will help our gross margin return to the 90+ levels we target.



@nanoformf

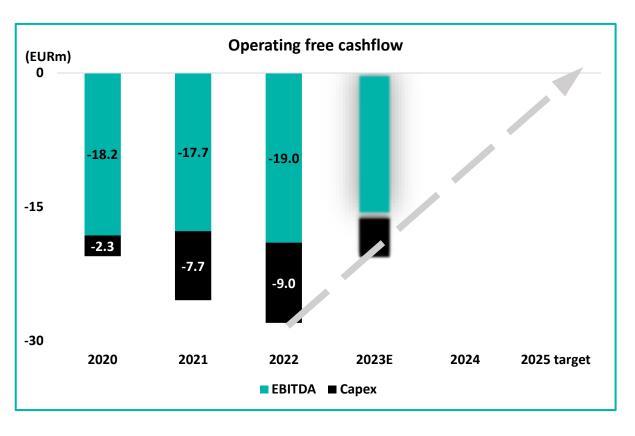
Operating free cash flow improving







We expect an improved operating free cash flow in 2023 vs 2022 as focus shifts from adding new capacity to getting more out of the existing one



- > 2023 should see flattish costs and lower capex, helping to improve the cashflow
- > Our balance sheet is strong with EUR 63m in cash and no debt

Financial KPI's

1-3/2023	1-3/2022	1-12/2022	1-12/2021	1-12/2020
744	760	3,487	1,955	687
-2%	174%	78%	185%	n.m.
584	699	3,147	1,792	497
78%	92%	90%	92%	72%
-4,493	-4,573	-19,027	-17,745	-18,196
-5,148	-5,114	-21,409	-19,705	-19,423
-4,491	-5,294	-22,075	-19,690	-19,441
-0.06	-0.07	-0.29	-0.29	-0.35
-58,223	-84,211	-61,807	-68,070	-54,156
-64,998	-91,668	-68,740	-75,733	-59,977
-1,662	-2,304	-8,965	-7,737	-2,336
-6,155	-6,877	-27,992	-25,482	-20,532
62,022	91,668	68,740	75,733	61,025
63,020	91,668	68,740	75,733	61,025
	744 -2% 584 78% -4,493 -5,148 -4,491 -0.06 -58,223 -64,998 -1,662 -6,155 62,022	744 760 -2% 174% 584 699 78% 92% -4,493 -4,573 -5,148 -5,114 -4,491 -5,294 -0.06 -0.07 -58,223 -84,211 -64,998 -91,668 -1,662 -2,304 -6,155 -6,877 62,022 91,668	744 760 3,487 -2% 174% 78% 584 699 3,147 78% 92% 90% -4,493 -4,573 -19,027 -5,148 -5,114 -21,409 -4,491 -5,294 -22,075 -0.06 -0.07 -0.29 -58,223 -84,211 -61,807 -64,998 -91,668 -68,740 -1,662 -2,304 -8,965 -6,155 -6,877 -27,992 62,022 91,668 68,740	744 760 3,487 1,955 -2% 174% 78% 185% 584 699 3,147 1,792 78% 92% 90% 92% -4,493 -4,573 -19,027 -17,745 -5,148 -5,114 -21,409 -19,705 -4,491 -5,294 -22,075 -19,690 -0.06 -0.07 -0.29 -0.29 -58,223 -84,211 -61,807 -68,070 -64,998 -91,668 -68,740 -75,733 -1,662 -2,304 -8,965 -7,737 -6,155 -6,877 -27,992 -25,482 62,022 91,668 68,740 75,733



Operational KPI's

	1-3/2023	1-3/2022	1-12/2022	1-12/2021	1-12/2020
Number of new customer projects signed during the period					
Non-GMP	6	8	17	16	10
GMP			1	2	
Total number of new customer projects	6	8	18	18	10
Number of lines (end of the period)					
Non-GMP	19	15	18	14	8
GMP	1	1	1	1	1
Total number of lines (end of period)	20	16	19	15	9
Number of employees (end of the period)	152	130	150	125	74



Income statement

Condensed financial information January-March 2023

Consolidated statement of comprehensive income

EUR thousand	Note	1-3/2023	1-3/2022	1-12/2022
Revenue	4	744	760	3,487
Other operating income			0	
Materials and services		-161	-61	-340
Employee benefits	7	-3,467	-3,476	-14,010
Depreciation, amortization, and impairment losses	6	-655	-540	-2,382
Other operating expenses	5	-1,610	-1,795	-8,164
Total expenses		-5,892	-5,874	-24,896
Operating loss		-5,148	-5,114	-21,409
Finance income		2,333	231	957
Finance expenses		-1,673	-398	-1,604
Total finance income and expenses		660	-167	-647
Loss before tax		-4,488	-5,281	-22,056
Income tax		-3	-13	-19
Loss for the period		-4,491	-5,294	-22,075

1-3/2023 comments

- Revenue fell by 2 % to EUR 744 thousand (760) as a result of slower project intake during 2H22. The revenue stemmed from 24 different customer projects (23 projects in 1Q22). The share of revenues from GMP related projects was roughly one fourth of the revenue recognized in 1Q23. Revenues are recognized over the lifetime of the projects, based on expenses (mostly hours worked) booked for the projects.
- > The gross profit fell to EUR 584 thousand (699), while the gross margin fell to 78% (90). Excluding external QC costs related to our GMP ramp-up, the gross margin exceeded 95%.
- ▶The operating free cash flow improved by 10% to EUR -6.2m (-6.9m), helped by lower investments in property, plant and equipment (EUR 1.7m vs 2.3m). Operating costs, excluding depreciation, fell compared with 1022.
- > Cash position was EUR 63.0 million (EUR 91.7) at the end of 1Q23.

5. Other operating expenses

the decrease in external R&D expenses, IT expenses (SAP S4/

The decrease in other operating expenses stems mainly from HANA was implemented in early January 2023), and decreased consulting fees.

EUR thousand	1-3/2023	1-3/2022	1-12/2022
Premises expenses	54	31	159
IT expenses	333	391	2,064
Marketing and communication expenses	147	167	825
Consultant and professional fees	326	369	1,355
Travel expenses	127	60	353
Voluntary personnel related expenses	192	187	781
R&D expenses - external	119	230	1,008
Other expenses	312	360	1,620
Total	1,610	1,795	8,164



nanoform.com @nanoformf

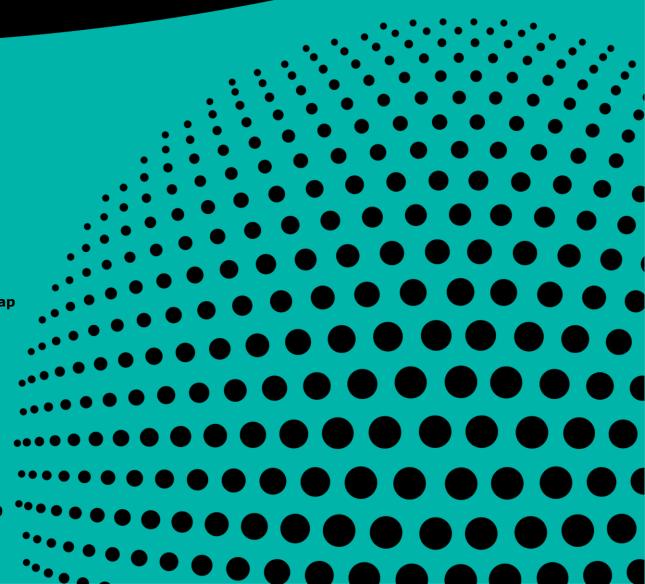


FINANCIAL CALENDAR

- May 25, 2023 Q1 2023 interim report
- May 25, 2023 Financial Hearings webcast presentation at 15.00 EEST, https://financialhearings.com/event/46522
- May 30, 2023 Presentation and 1-1's at SEB, Stockholm (in person)
- June 5, 2023 Presentation at mBank S.A. (digital)
- June 8, 2023 Presentation and 1-1's at Handelsbanken Nordic Small & Mid Cap Seminar, Stockholm (in person)
- June 14, 2023 Nanoform Factory Tour, Helsinki (by invitation only)
- August 24, 2023 Q2 2023 interim report

FURTHER ENQUIRIES

- CFO Albert Hæggström, albert.haeggstrom@nanoform.com, +358 29 370 0150
- DIR Henri von Haartman, hvh@nanoform.com, +46 7686 650 11











CESS® Superior to Existing Technologies

CESS® comparison with existing technologies

	Controlled Expansion of Supercritical Solutions (CESS®)	Solid dispersion (e.g. spray drying)	Jet milling	Nanomilling
Description	Extracts API from supercritical CO ₂ by applying controlled reduction in pressure	API is dispersed into a solid material, which dissolves when exposed to an aqueous media	Application of energy to physically break down API particles to finer ones	API particle size is reduced in a liquid vehicle via grinding
Particle size	Down to 10nm	300nm-25μm	800nm-10μm	>150nm
Particle formation	Controlled crystalline or amorphous and stable	Amorphous (unstable without excipients)	Unstable (crystalline and amorphous structures)	Unstable (crystalline and amorphous – needs excipient to stabilise)
Ease of formulation	✓	×	×	×
Reproducibility	✓	✓	×	×
Free from excipients and solvents	✓	×	✓	×
Yield	High	Low	High	Low
Investment	Low	High	Low	Low



Nanoform educational material

VIDEOS

- PODD 2022 Video "How drug delivery is enabling a clinical trial for Glioblastoma" TargTex CEO, Dr João Seixas and Nanoform CCO, Christian Jones presenting promising data enabled by a nanoformed drug product for the treatment of glioblastoma multiforme (GBM): https://player.vimeo.com/video/791949368
- Not Your Grandparents' Drugs: How Drugs Changed Since the 70's..and What to Do About It A discussion with Dennis Hu, CEO of Drug Hunter; Christian Jones, Nanoform CCO & Chris Worrall, Nanoform Vice President of US Business Development, on how small is powerful in nanoparticle engineering for complex drug molecules, both today and in our grandchildren's future: https://www.youtube.com/watch?v=nXcs3Irk7Q0
- Nanoform's Collaboration with TargTex TargTex CEO João Seixas discusses the value Nanoform's CESS® technology delivered for TargTex's novel drug candidate targeting glioblastoma: https://nanoform.com/en/nanoforms-collaboration-with-targtex-2/
- The Nanomed Zone Webinar We showcased the results from our collaboration with Johnson Matthey in our webinar with The Nanomed Zone: "How CESS® technology stacks up against the competition: the smaller, the better!" https://nanoform.com/en/article/video-the-nanomed-zone-webinar/
- ADHD Awareness Month How can STARMAP® Online guide the way? In recognition of ADHD Awareness Month, we discuss the value our nanoparticle technology can bring to molecules or products for neurological disorders such as ADHD: https://nanoform.com/en/video-adhd-awareness-month-how-can-starmap-online-guide-the-way/

ARTICLES and OTHER MATERIALS

- Nanoform Brochure for Pharma Industry https://nanoform.com/en/brochure/
- Nanoform Sustainability Ebook Discover how we are driving sustainability across the pharmaceutical industry in our ebook: https://nanoform.com/en/sustainability-ebook/
- Nanoform White Paper "Strategies for patient-centric differentiation through the USFDA 505(b)(2) pathway" With faster routes to approval, the volume of 505(b)(2) applications now exceeds that of 505(b)(1). Discover the reasons for this in our white paper: https://nanoform.com/en/wp-content/uploads/sites/2/2022/05/whitepaper-march-2022.pdf
- Nanoform Case Study How Nanoform and Targtex partnered on an innovative hydrogel-based treatment for glioblastoma: https://nanoform.com/en/how-nanoform-and-targtex-partnered-on-an-innovative-hydrogel-based-treatment-for-glioblastoma/
- Solid Form Strategies for Increasing Oral Bioavailability We discussed the power of CESS® and other industry-standard techniques with Drug Hunter: https://drughunter.com/resource/solid-form-strategies-for-increasing-oral-bioavailability/
- Small is Powerful: A Globally Unique Capability for Nanoforming HPAPIs We discussed high-potency API handling capabilities with DCAT Value Chain Insights: https://www.dcatvci.org/sponsored/small-is-powerful-a-globally-unique-capability-for-nanoforming-hpapis/
- Small is a Powerful Ingredient for Patient-Centric Formulations We explored the new dawn of patient-centric innovations and formulations with PharmTech: https://www.e-digitaleditions.com/i/1481708-pharmaceutical-technology-october-2022/10
- Positive Results from First-in-Human Trial of Nanoformed Piroxicam Overcoming drug development challenges with nanotechnology. CESS®-nanoformed piroxicam demonstrated the power of CESS® for improving solubility, dissolution and in vivo absorption: https://nanoform.com/en/wp-content/uploads/sites/2/2021/05/positive-results-from-first-in-human-trial-of-nanoformed-piroxicam.pdf
- Inspiring a New Era of Patient-Centric Medicines Nanoform CCO Christian Jones discusses the actions pharma companies can take to ensure patients are at the forefront in the Inspiring Science Chemistry World collection, and how our game-changing technologies can help: https://nanoform.com/en/article-inspiring-a-new-era-of-patient-centric-medicines/

manoform small is powerful®

nanoform.com @nanoformf 47

Selection of Nanoform Institutional Shareholders¹















































