

# Nanoform Management Presentation

**Q3/2021 online presentation and conference call**

**November 25<sup>th</sup>, 2021 - 15.00 Helsinki time**

*Our nanoforming technologies and services span the full range of drug development from small-molecule nanoparticles to large-molecule biologics. We support all phases of drug development, accelerating time to clinic for GMP manufacture while also increasing possibilities and probabilities of success in taking the product to market. Nanoform's technology offerings have the capability to transform the pharmaceutical industry.*

# Disclaimer

## Forward-Looking Statements

This presentation may contain 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 forward-looking 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 specified in Nanoform's prospectus published (on May 22, 2020) in connection with Nanoform's initial public offering (the "Prospectus") under "Risk Factors" and in our other filings or documents furnished to the Finnish Financial Supervisory Authority in connection with the Prospectus. 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 forward-looking 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.



small is  
powerful®

# Short introduction to Nanoform

# Nanoform in a Snapshot

## The Share

- Listed June 4<sup>th</sup>, 2020, on Nasdaq 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/section/media/press-releases/>

## Nanoform

- Global experts in nanotechnology and drug particle engineering
- ~120 employees and growing, ~40 with PhD degree and >25 nationalities
- Headquartered in Finland with additional senior staff and board members in Denmark, Portugal, Sweden, UK, and US
- >3000m<sup>2</sup> manufacturing site in Helsinki for nanoforming API's
- Strong balance sheet, EUR 82m in cash, no debt

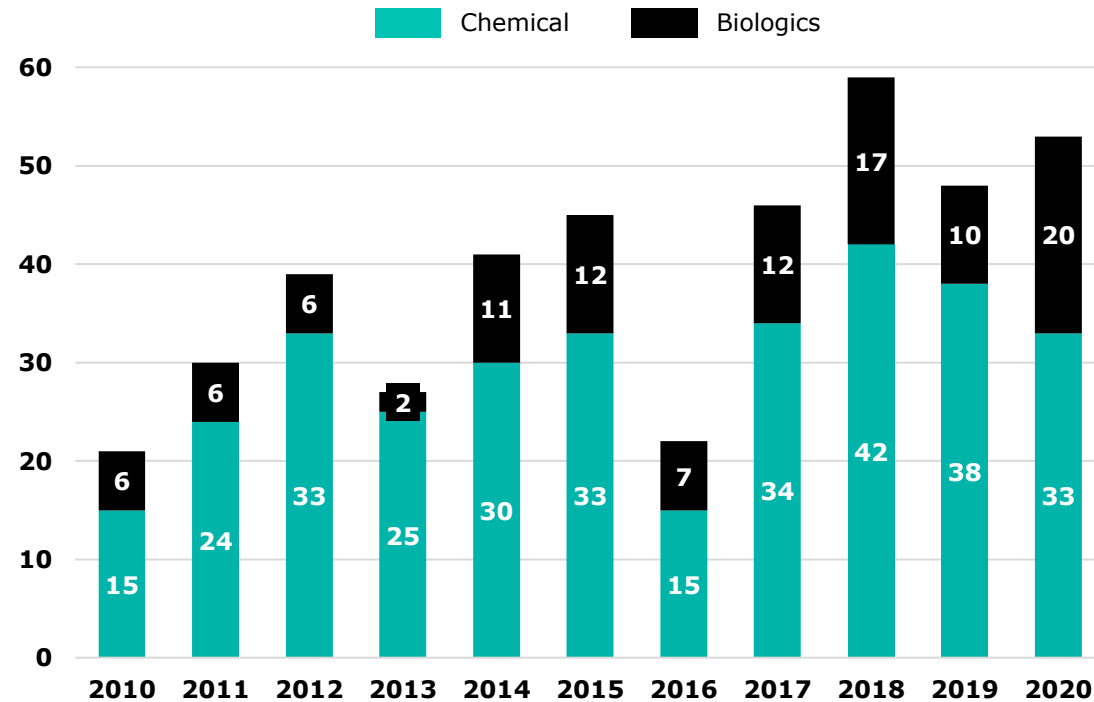
## Platform Technology

- CESS® technology for small molecules (chemical compounds) discovered in 2012
- Technology for large molecules (biological compounds) launched in 2020
- Nanoform's clinical results confirm value proposition to the pharma industry

# The structural pharma R&D problem

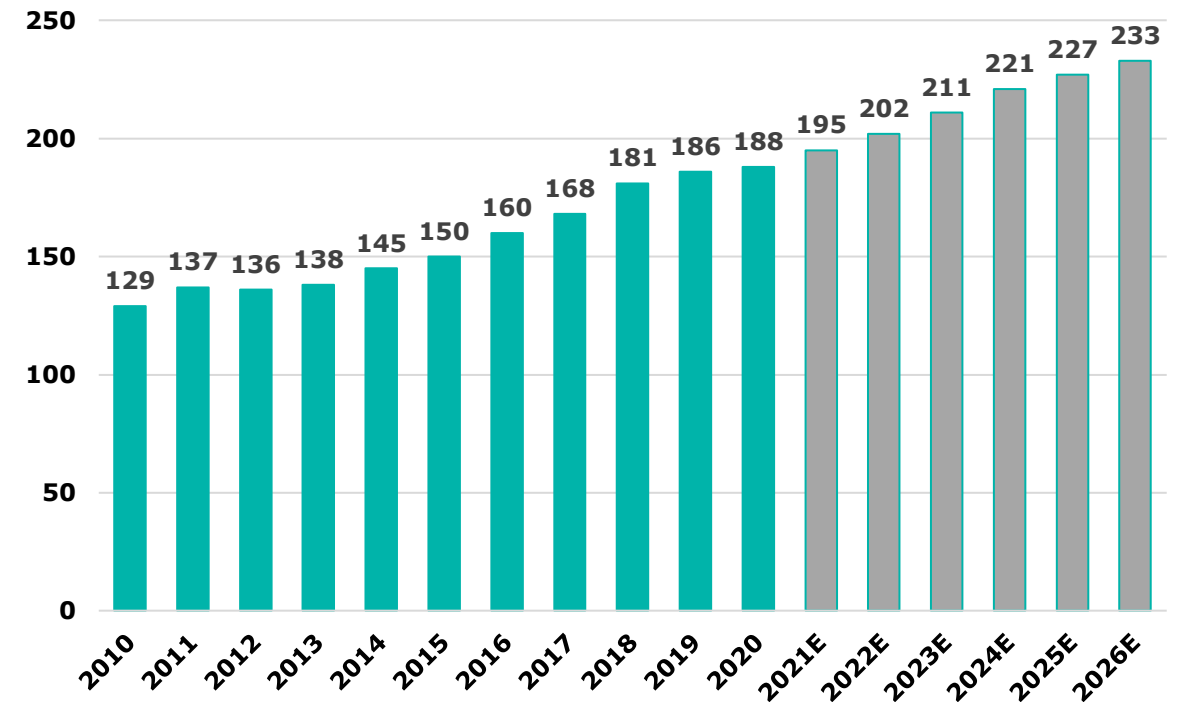
Less than 50 drugs approved in the US annually on average...

Annual number of novel drug approvals by FDA 2010-2020



...while the global pharma industry R&D expenditure exceeds \$180B

Global pharmaceutical R&D spending 2010-2026E (USDbn)

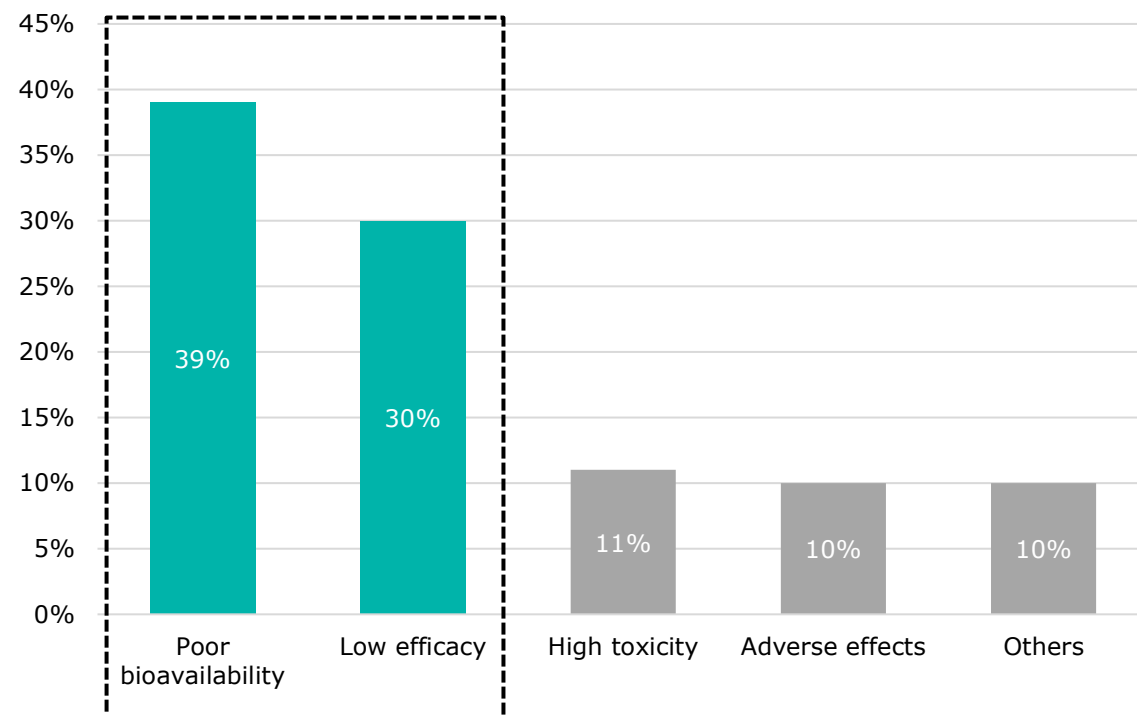


➤ A game changer in particle design is needed to improve R&D yield

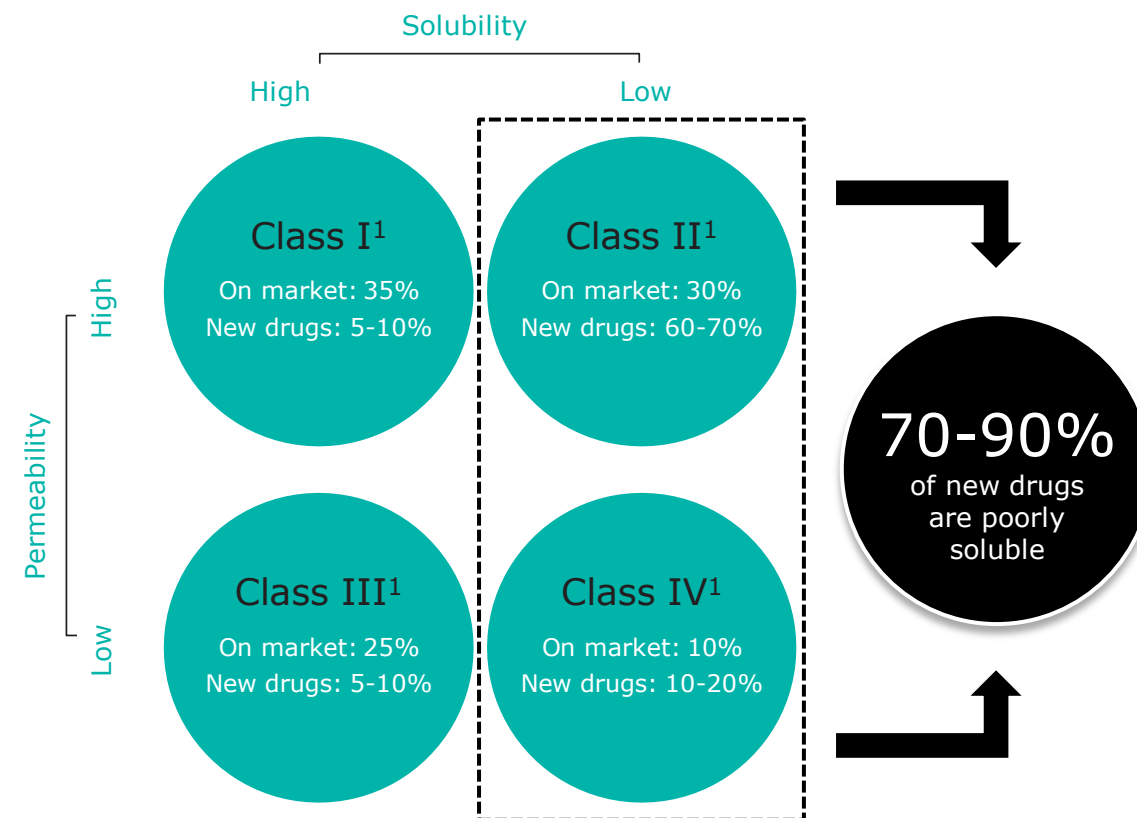
# Low bioavailability is the key issue

## Poor bioavailability and low efficacy most common reasons for drug failure

Reasons for drug failure in pre-clinical trials (share of molecules)



## Majority of new drugs suffer from poor solubility



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

# 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**

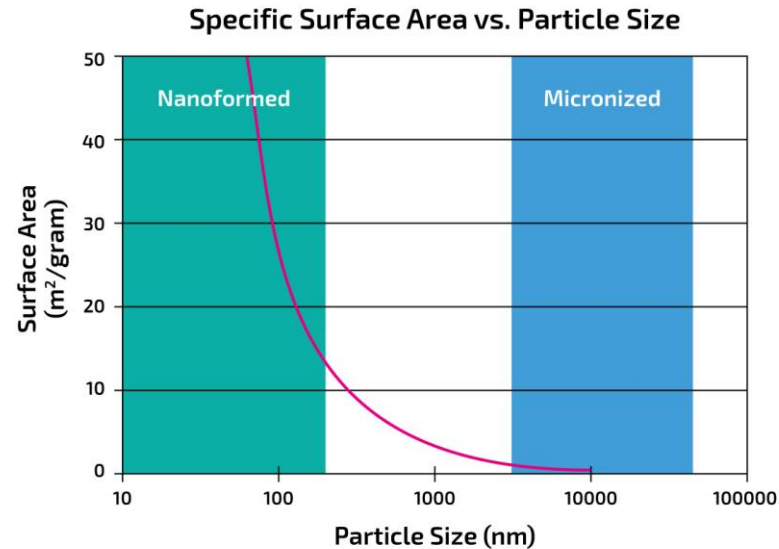
**>18 000 drugs in  
development\***

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

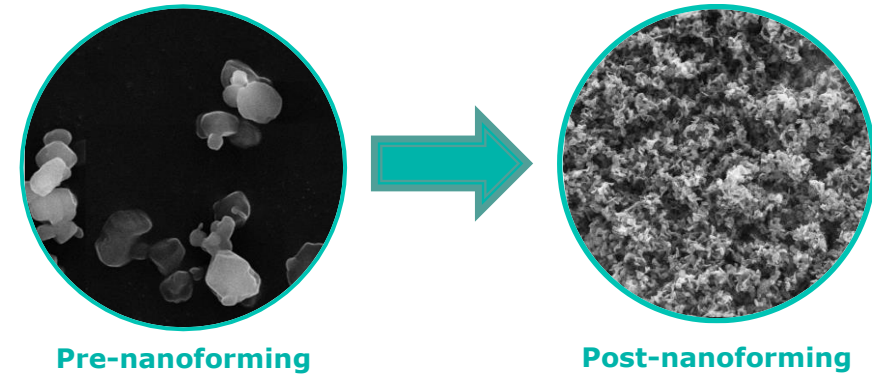


# Particle size is key

## Smaller particle size can improve a drug's bioavailability



- The surface area increases 30 fold from a 10 micron<sup>1</sup> 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<sup>®</sup> can produce API with large surface areas which can significantly improve the bioavailability of drugs

➤ CESS<sup>®</sup> produced nanoparticles have a larger surface area and as such improved bioavailability



# 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 nanometer 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 6 kDa\* – 140 kDa range. We can engineer particle sizes to specific requirements. Our advanced technology can be applied across the biologics field to potentially:

**Improve  
delivery  
routes**

**Improve  
uptake**

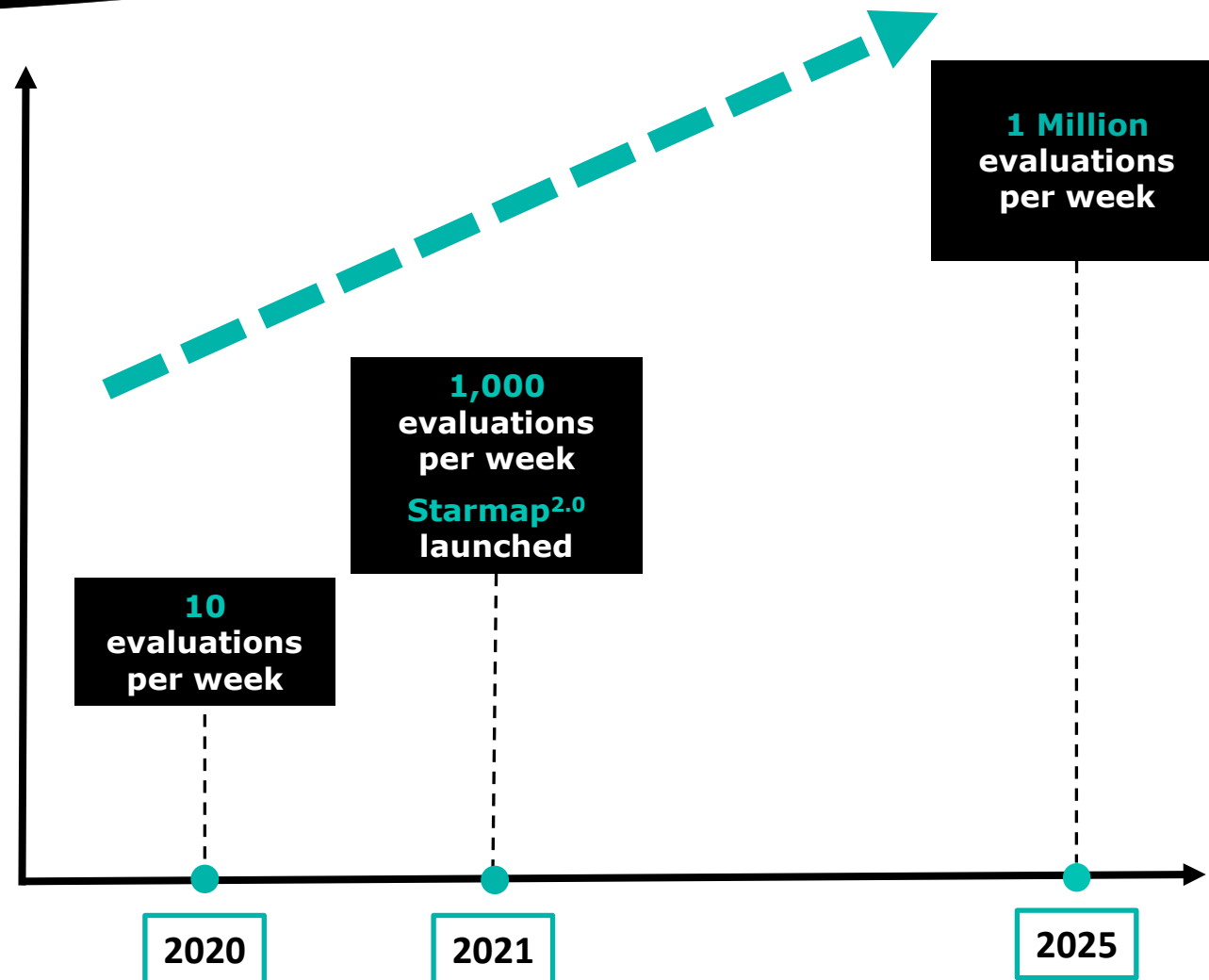
**Enhance  
drug loading  
capacity in  
formulations**

**Tailor  
release  
profiles**

**Enable  
new drug  
combinations**

**Lighter  
infrastructure  
for drug  
logistics**

- Enables in silico experiments in large quantities, creating fast predictions of which molecules should be nanoformed
- Helps pharma partners to pick suitable drug candidates for further development from their large libraries
- Applicability in drug discovery, development and in lifecycle management for existing marketed drugs

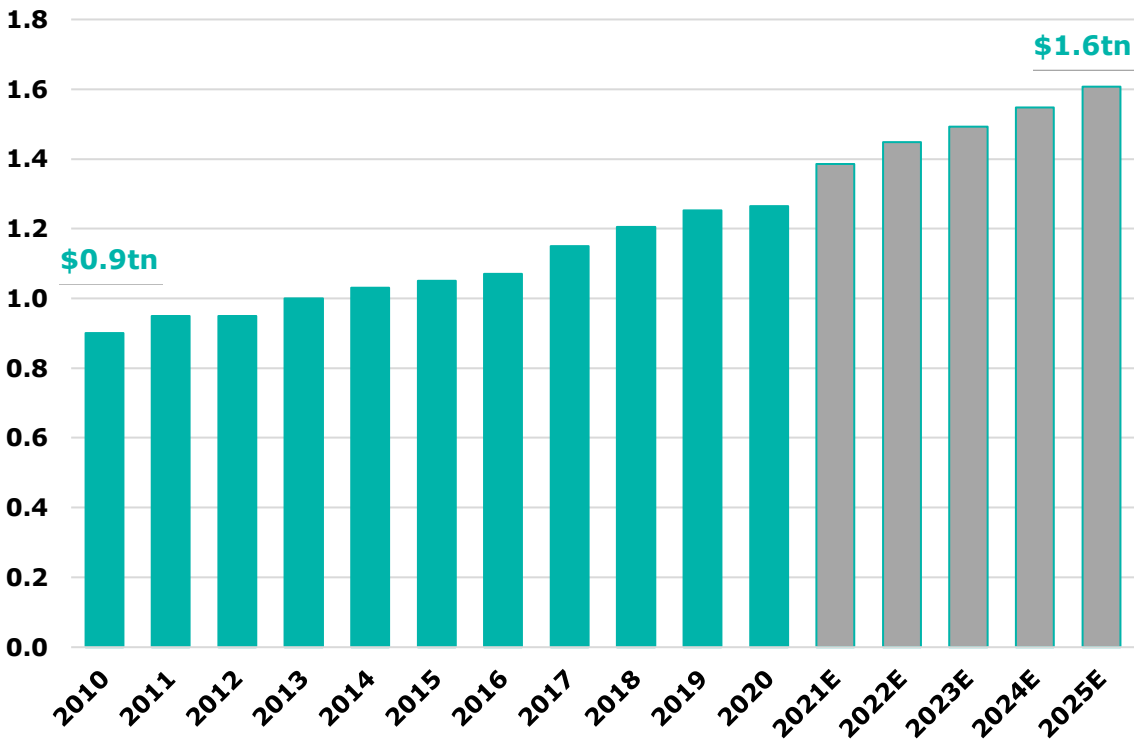




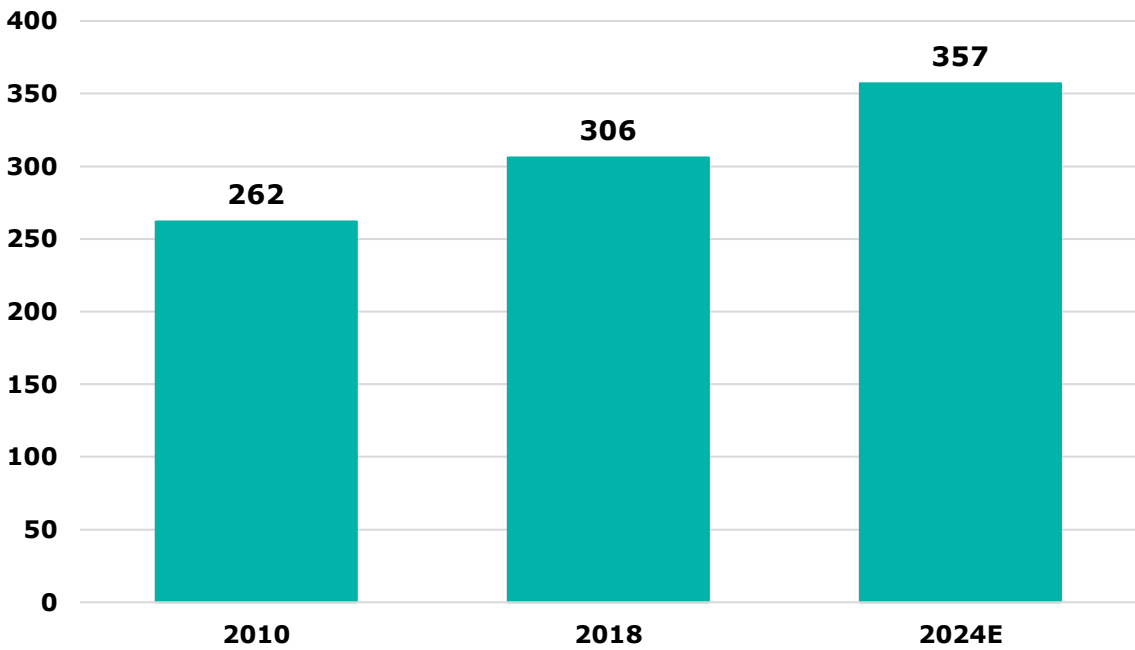
# Market overview

# Global pharma market projected to reach USD 1.6tn by 2025

Global medicine spending 2010-2025E (USDtn)

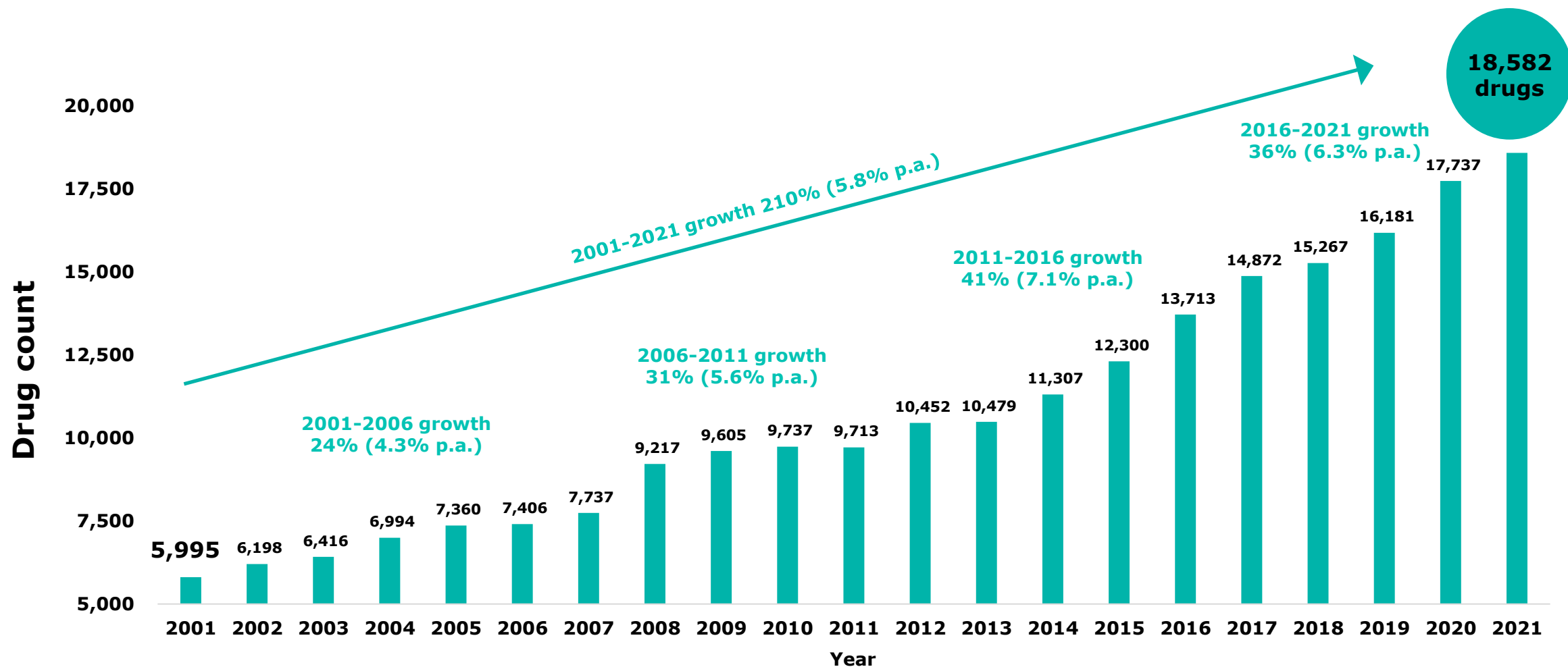


Global prescription drug sales from top 100 products (USDbn)

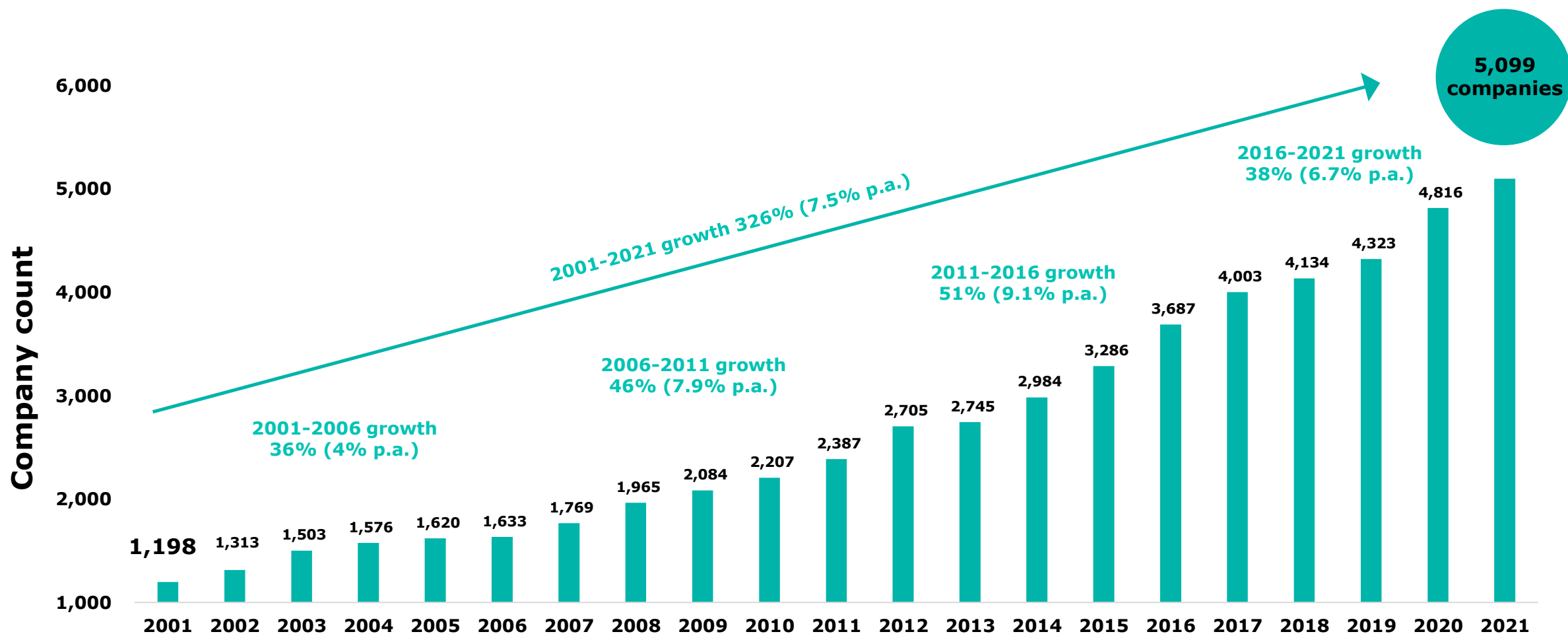


➤ Significant market potential in improving the properties of existing drugs

# Global drug R&D pipeline size and growth

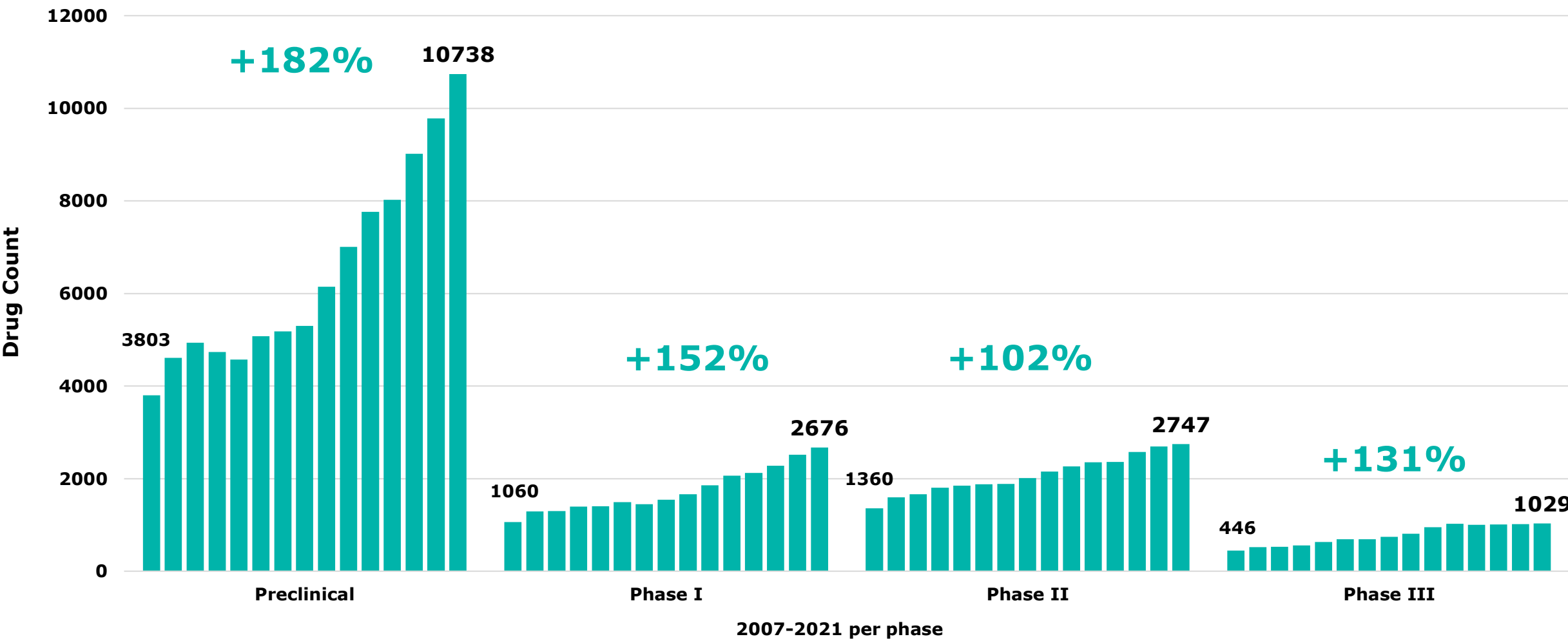


# Global number of companies with active pipelines





# Global clinical drug development phase trends, 2007-2021

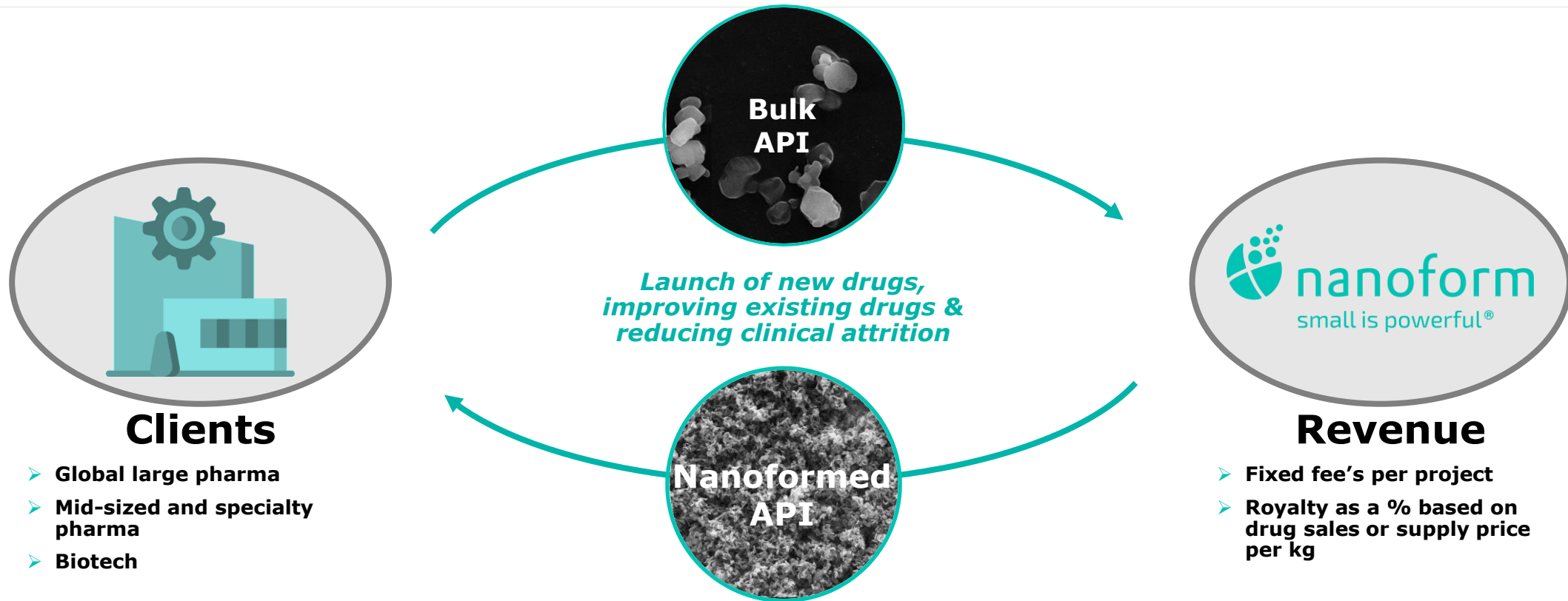




# Nanoform Business Model

# Simplified value chain

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



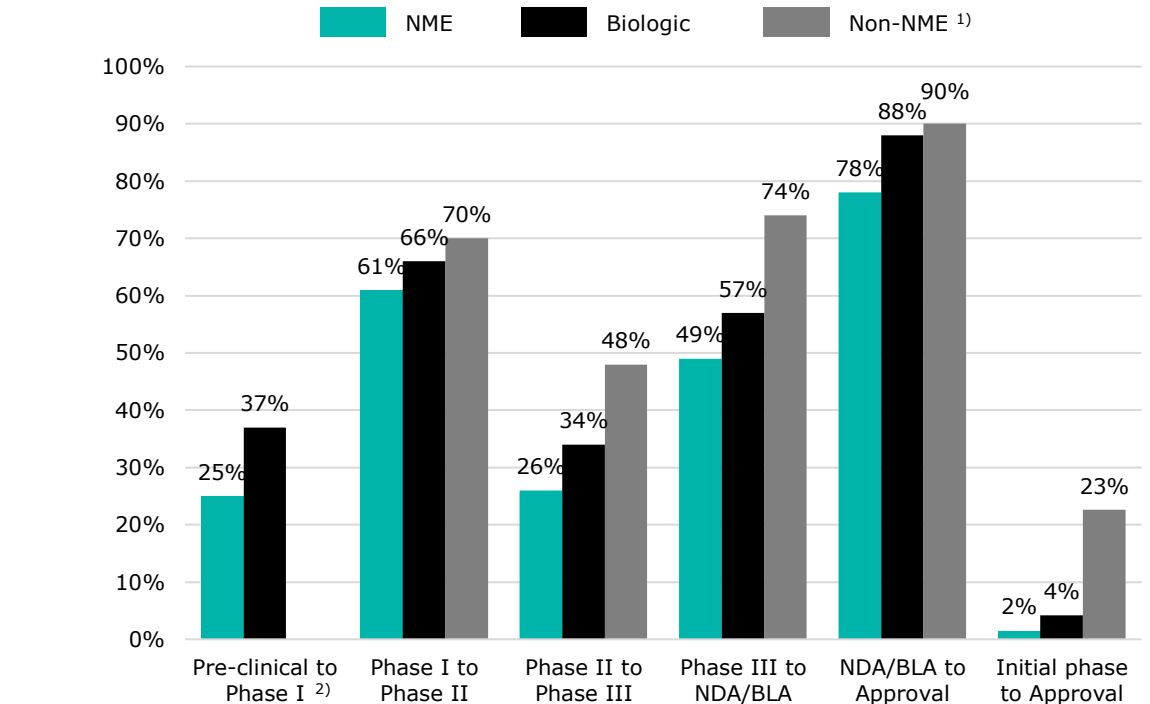
➤ Nanoform nanoforms APIs for the pharma and biotech industry using its patented CESS® technology

# Revenue drivers and industry attrition rates

## Nanoform pre-clinical and clinical revenue drivers

Non-GMP		GMP	
Proof of Concept (PoC)	<ul style="list-style-type: none"> <li>&gt; Total # of active customers</li> <li>&gt; # of APIs per customer</li> <li>&gt; Price per PoC per API</li> </ul>	Phase I, II & III	<ul style="list-style-type: none"> <li>&gt; Attrition between previous and current phase</li> <li>&gt; Price per phase per API</li> <li>&gt; Time lag between previous and current phase</li> <li>&gt; # of customers with 505(b)(2) strategy</li> <li>&gt; Proportion of new drug candidates and 505(b)(2) APIs</li> </ul>
	<ul style="list-style-type: none"> <li>&gt; Attrition between PoC and PoP</li> <li>&gt; Price per PoP per API</li> <li>&gt; Time lag between PoC and PoP</li> </ul>		<ul style="list-style-type: none"> <li>&gt; # of drugs on the market using CESS®</li> <li>&gt; License fee &amp; royalty level per drug</li> <li>&gt; Net revenues per drug</li> <li>&gt; Time lag Phase II and market (505b2)</li> <li>&gt; Time lag Phase III and market</li> <li>&gt; Speed of uptake on market</li> </ul>

## 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 development for 505(b)(2) ~2-5			~1	~3-6

# Nanoform - Attractive revenue model

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
Description	<ul style="list-style-type: none"> <li>➤ <i>Proof of concept study</i> - assessment of the possibility to nanoform a specific API</li> <li>➤ <i>Proof of process study</i> - definition of parameters to establish the optimal process and controls for a specific API</li> </ul>	<ul style="list-style-type: none"> <li>➤ API for clinical trials are manufactured in Nanoforms GMP facility</li> <li>➤ Supply of material for customers' Phase I, II and III trials                             <ul style="list-style-type: none"> <li>➤ Nanoform gets paid regardless of the outcome of the trials</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ Drugs that have passed the trials and reached commercialization</li> <li>➤ In practice, if a company has taken its drug through Phase II trials, it is difficult to switch manufacturer</li> <li>➤ Significant potential from patent extension (505b2 projects) of drugs already on the market offering near-term revenues</li> </ul>
Revenue model	<b>Fixed fee per project</b> Estimated project fee of EUR 50-500k per API per project	<b>Fixed fee per project</b> Estimated project fee of EUR 0.5-10m per API per phase	<b>Royalty as a % based on drug sales or supply price per kg</b> 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**



A photograph of two scientists, a man and a woman, in a laboratory setting. They are both wearing white lab coats and safety glasses. The woman is in the foreground, looking down at something in her hands, while the man is slightly behind her, also looking down. The background is a blurred laboratory environment with shelves and equipment. The entire image has a blue color overlay.

# **Highlights**

## **KPI's and Financials**

### **Near and mid-term business targets**

# Nanoform highlights year-to-date (2021)

<b>Strong clinical results</b>	<b>First customer GMP agreement signed</b>	<b>8 new clients 3 new collaborations 1 new co-development</b>
<b>Star of Innovation Award</b>	<b>14 new non-GMP projects signed 1Q-3Q (26 in last two years) 5 new non-GMP lines commissioned 1Q-3Q (13 in total)</b>	<b>Strong balance sheet</b>
<b>STARMAP® v2.0 launched</b>	<b>New Biologics near-term target</b>	<b>Headcount 74 to 116 during first 9M 37 PhD's and 26 nationalities</b>
<b>All business targets for 2021 achieved</b>	<b>Commercial team expanded</b>	<b>New raised mid-term business targets for 2025</b>



# CEO's 3Q review

## New API intake

- ✓ More than two dozen PoC projects started during last two years, intake accelerated
- ✓ Next: increase that number by 10x by 2025
- ✓ European commercial team strengthened

## GMP projects

- ✓ First customer GMP project signed
- ✓ Shift work introduced + GMP 2,3 ready in 2022 => small molecules GMP capacity increase 3-9x
- ✓ Biologics pilot line for GMP in 2022, paving way for GMP in Biologics

## Logarithmic step in IT

- ✓ ISMS certificate received
- ✓ SAP S/4HANA chosen among five global alternatives, global best practices to be rolled out in entire NF

# Significant synergies between the technology platforms

<u>Description</u>	<u>Small Molecules/Chemical API's</u>	<u>Large Molecules/Biological API's</u>	<u>Comments</u>
Attractive market	✓	✓	Interlinked and roughly equally large markets.
Platform technology	Patented, proprietary tech ✓	Patent application filed, proprietary tech ✓	Faster and clearer early path with lots of synergies and structures already in place.
Brand awareness	✓	✓	Strong commercial synergies.
Commercial team	✓	✓	Significant synergies from existing multidisciplinary team with no new admin personnel or processes required.
Client relationships	✓	✓	Strong customer synergies (e.g. both small molecules and biologics often in a customers' portfolio)
R&D, Formulation, QA & QC	✓	✓	Highly synergistic across all areas.
Manufacturing facility	✓	✓	Viikki (Helsinki) manufacturing site fits current expansion plan well for both technologies.
Production line components	✓	Several similarities in building capacity and production process ✓	Many synergies in building and maintaining. Synergies also in external component providers.
Attractive business model	✓	✓	Same business model driven by # of API's.

# New board member Nov 17<sup>th</sup>, 2021

## - a renowned global executive in the pharma industry

### Jeanne Thoma

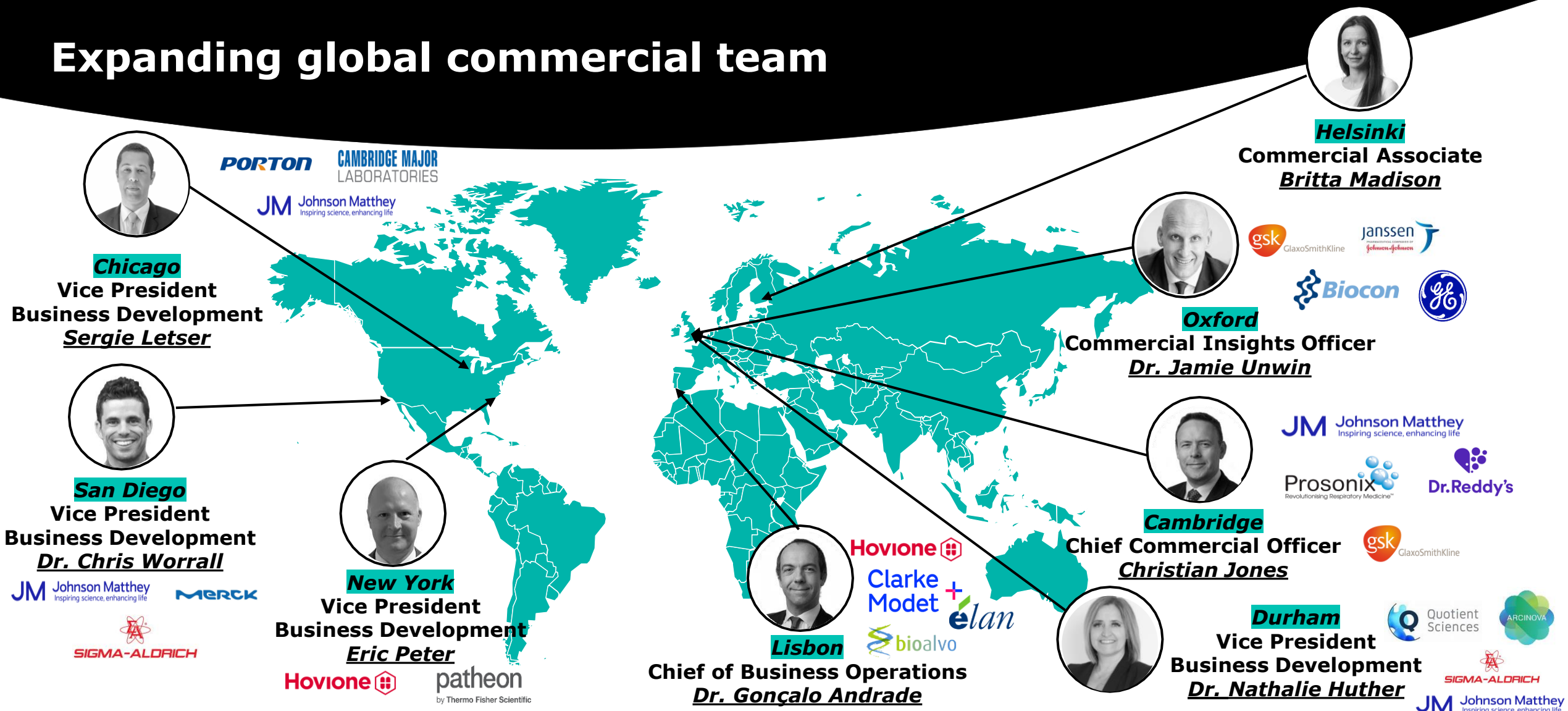
Board Member



- Dual US and Irish citizen
- 30+ years of experience in global pharmaceutical and life science leadership
- Prior roles include executive positions at BASF Inc, Lonza AG and SPI Pharmaceuticals
- Serves as independent director on the boards of ANI Pharmaceuticals Inc., Avid Bioservices Inc. and Vectura Group Plc
- Jeanne has served two four-year terms on the Board of Directors for DCAT (Drug, Chemical & Associated Technologies Association, Inc.) and she currently serves as a member of the Board of Advisors to DCAT
- Key experience:

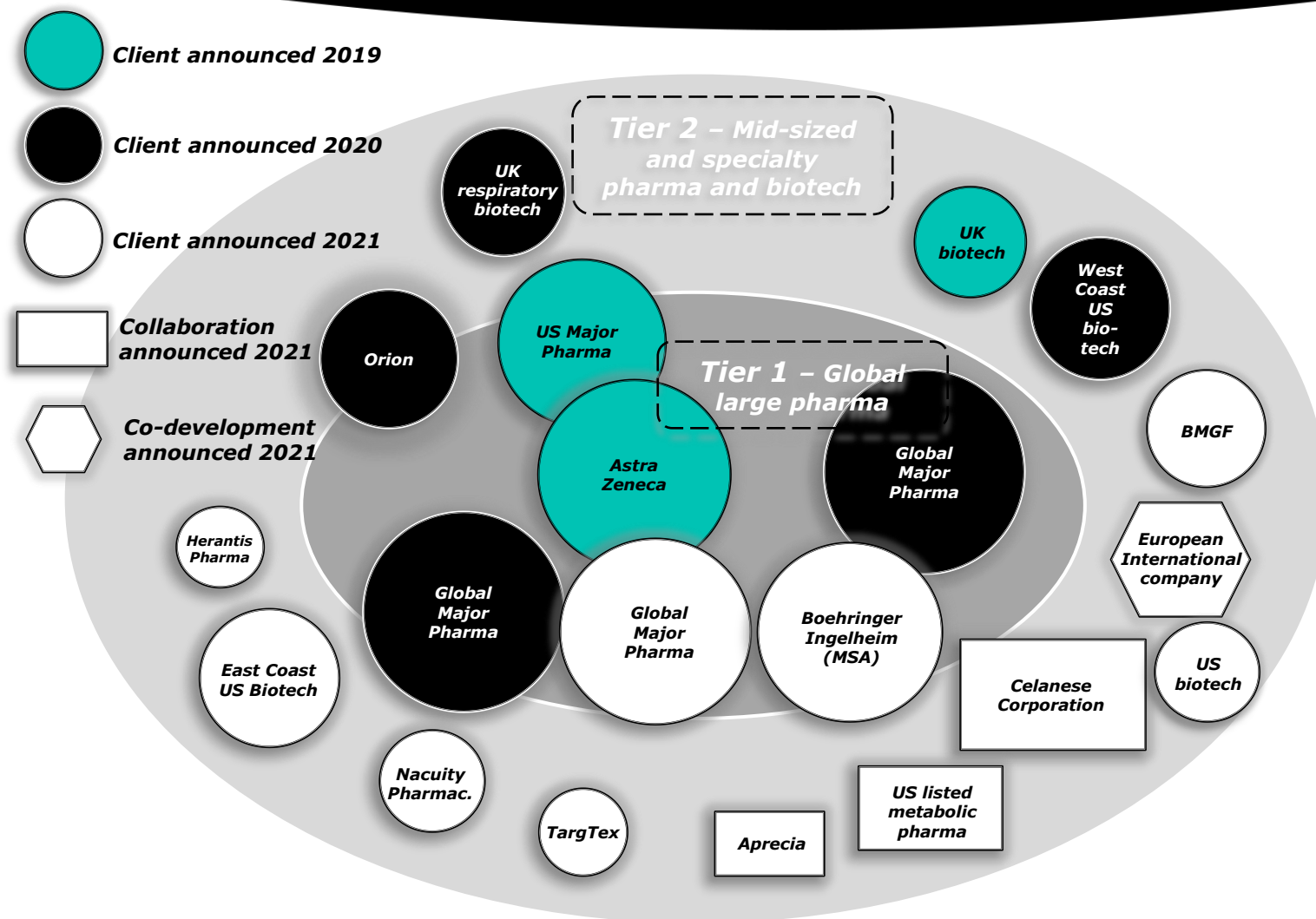


# Expanding global commercial team



➤ Experienced global sales team driving momentum and the shift in company focus from technology development to commercialization

# Commercial Relationships



## Nanoform targets to achieve scale in APIs

- 1 Global large pharma**
  - ✓ Financially stable organizations
  - ✓ Broad pipeline of APIs in development
- 2 Mid-sized and specialty pharma and biotech companies**
  - ✓ Ability to add significant value
  - ✓ Fast supplier approval process

## Technology added value to clients and collaborations

- ✓ Enabling new products
- ✓ Addressing solubility & bioavailability challenges
- ✓ Broadening & deepening the customer's pipeline

# Customer feedback after latest successful PoC project



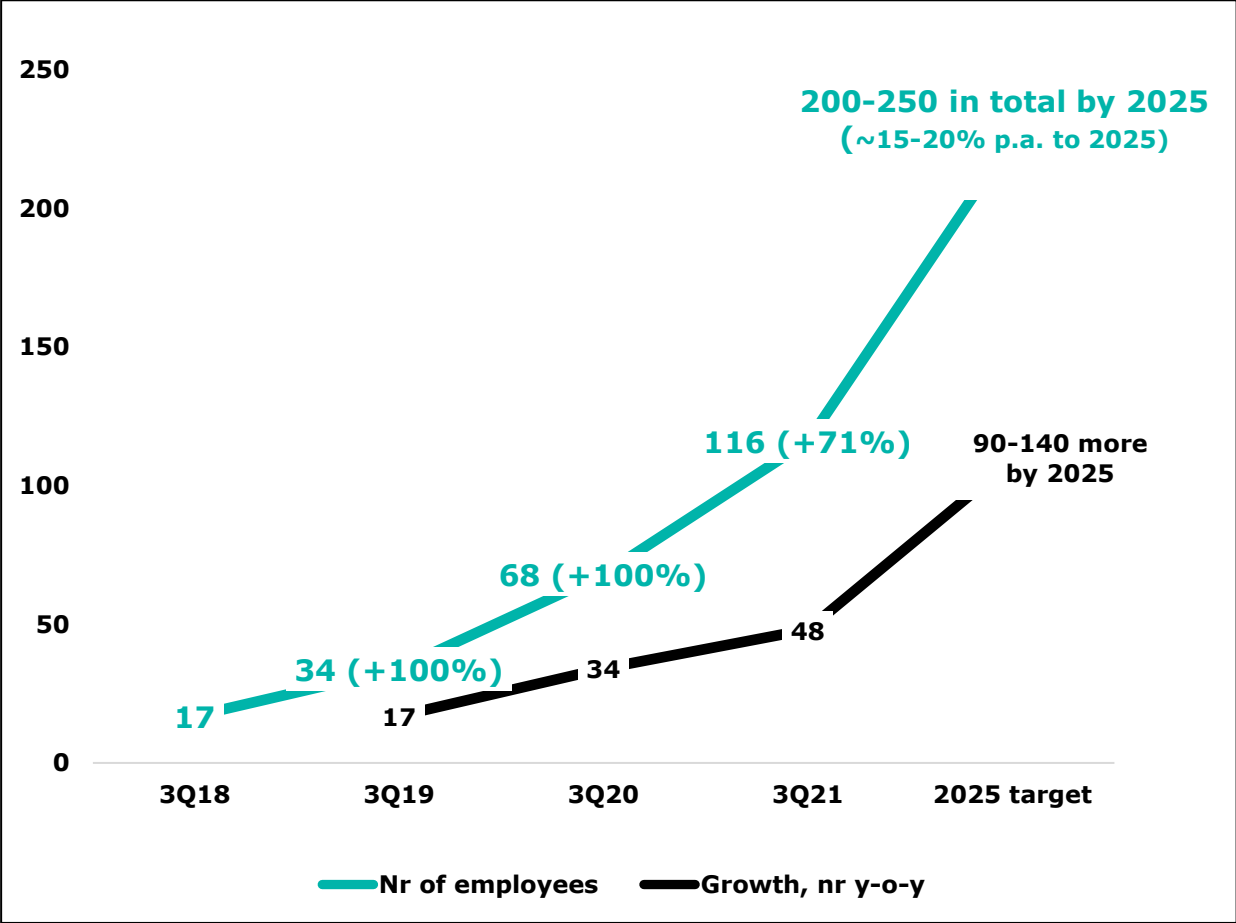
**João Seixas, PhD**  
**Chief Executive Officer**



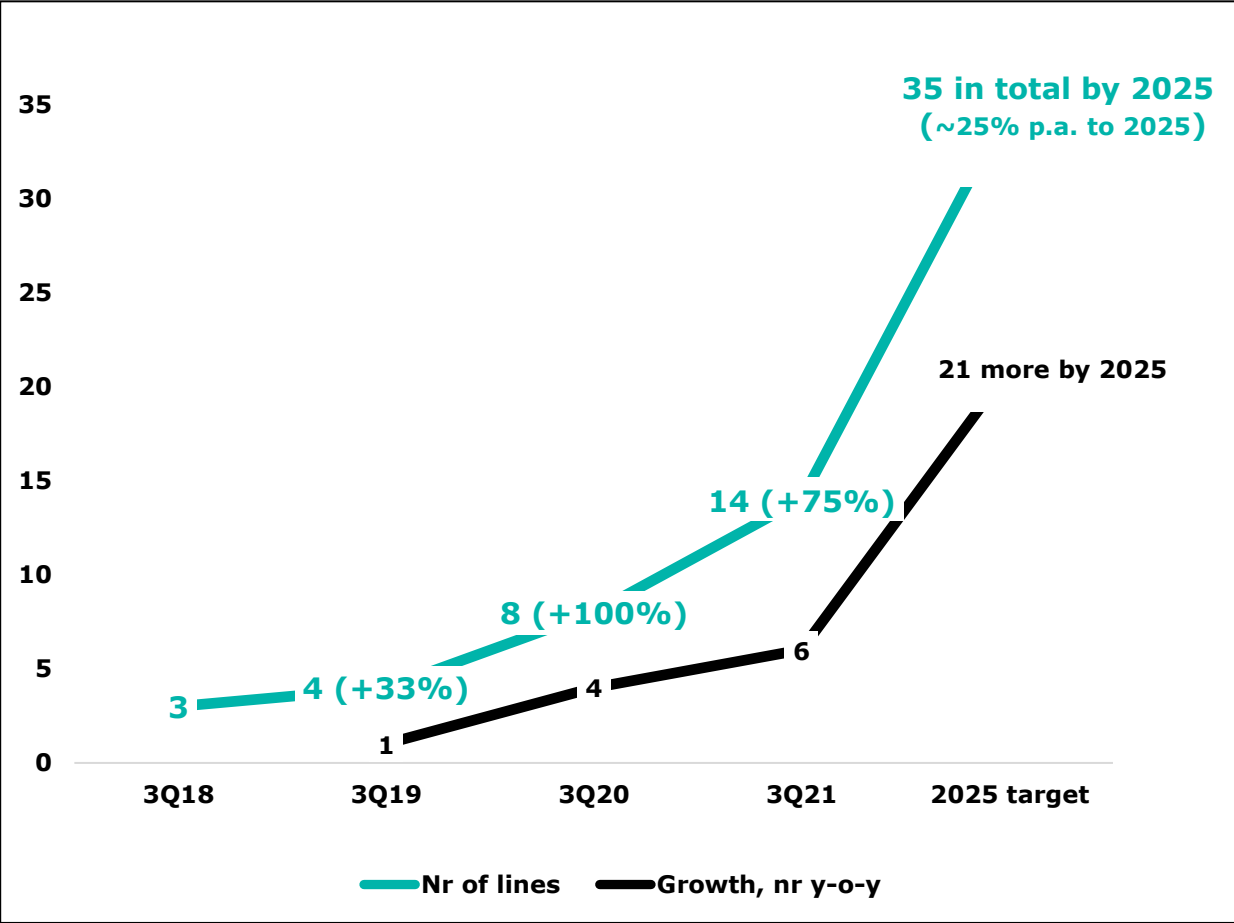
***" By working with Nanoform, we were able to increase the drug load by 5x over our previous nanomilling formulations. Nanoforming has been highly enabling for our drug candidate! "***

# Yearly employee and manufacturing development

# employees, trajectory

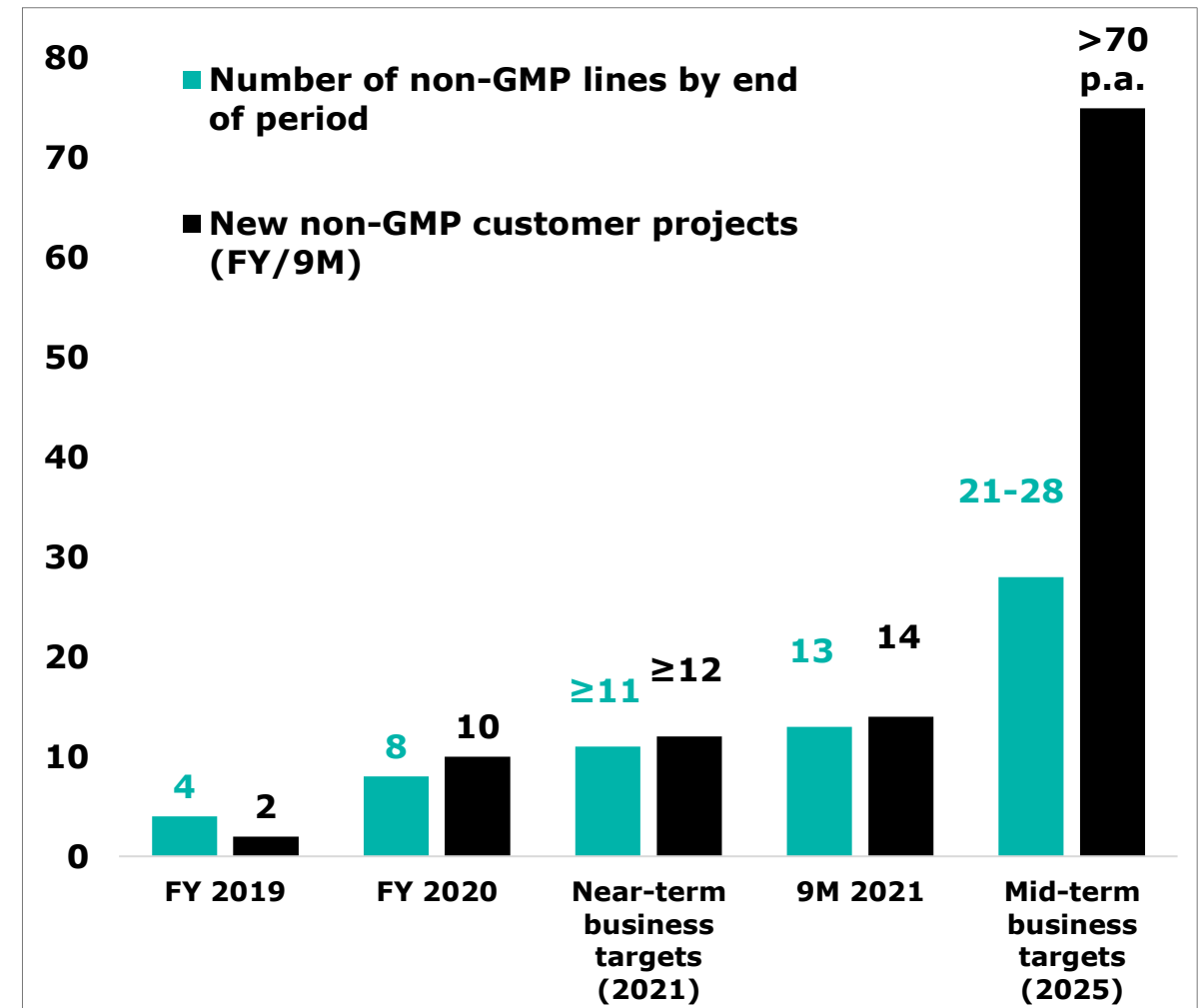
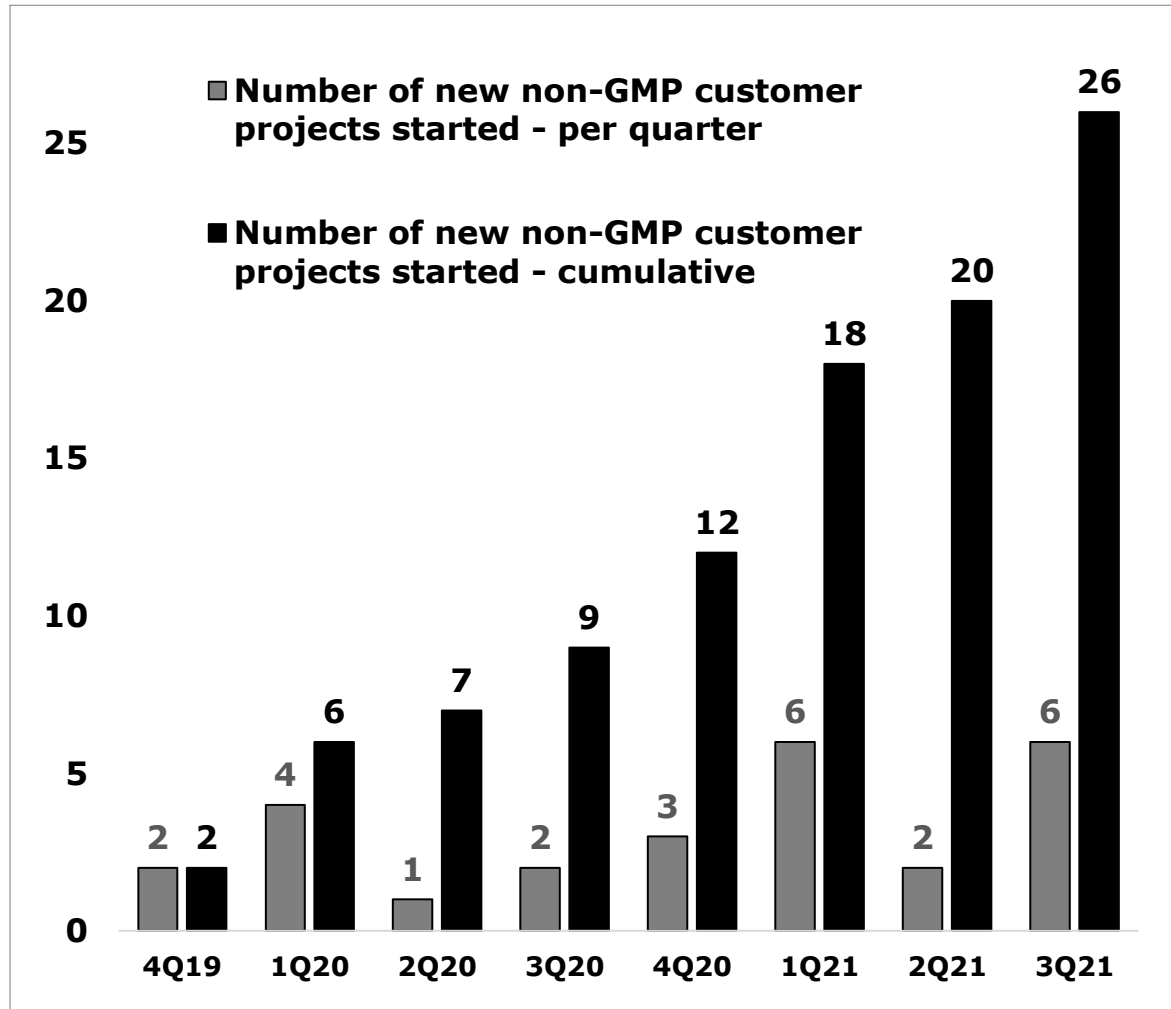


# lines, trajectory





# Started customer projects and non-GMP capacity



# Nanoform Q3 2021 KPI's

## Financial KPIs

EUR thousand	7-9/2021	7-9/2020	1-9/2021	1-9/2020	1-12/2020	1-12/2019
Revenue	475	159	1,300	501	687	49
Gross profit	419	101	1,180	363	497	-323
Gross margin	88%	63%	91%	72%	72%	neg.
EBITDA	-4,615	-3,488	-12,898	-13,973	-18,196	-6,900
Operating loss	-5,108	-3,806	-14,312	-14,793	-19,423	-7,344
Loss for the period	-4,513	-4,155	-14,123	-15,500	-19,441	-7,554
Basic EPS (EUR)	-0.06	-0.06	-0.21	-0.29	-0.35	-0.19
Net debt	-74,788	-59,773	-74,788	-59,773	-54,156	-3,640
Net debt excluding lease liabilities	-82,372	-65,602	-82,372	-65,602	-59,977	-6,626
Investments in property, plant and equipment	-1,804	-545	-4,462	-1,383	-2,336	-1,804
Operative free cash flow	-6,420	-4,034	-17,361	-15,356	-20,532	-8,704
Cash and cash equivalents (end of period)	82,372	66,600	82,372	66,600	61,025	7,303

## Operational KPIs

EUR thousand	7-9/2021	7-9/2020	1-9/2021	1-9/2020	1-12/2020	1-12/2019
Number of new projects started during the period						
Non-GMP	6	2	14	7	10	2
GMP	0	0	0	0	0	0
Number of lines (end of the period)						
Non-GMP	13	7	13	7	8	4
GMP	1	1	1	1	1	0
Number of employees (end of the period)	116	68	116	68	74	43

# Nanoform Q3 2021 Income Statement

## Consolidated statement of comprehensive income

EUR thousand	7-9/2021	7-9/2020	1-9/2021	1-9/2020	1-12/2020	1-12/2019
<b>Revenue</b>	475	159	1,300	501	687	49
Other operating income				27	27	231
Materials and services	-57	-58	-120	-165	-216	-603
Employee benefits	-3,635	-2,214	-10,088	-9,766	-12,526	-4,359
Depreciation, amortization and impairment losses	-493	-318	-1,414	-820	-1,226	-444
Other operating expenses	-1,399	-1,375	-3,990	-4,570	-6,168	-2,218
<b>Operating loss</b>	<b>-5,108</b>	<b>-3,806</b>	<b>-14,312</b>	<b>-14,793</b>	<b>-19,423</b>	<b>-7,344</b>
<b>Total finance income and expenses</b>	<b>596</b>	<b>-348</b>	<b>191</b>	<b>-706</b>	<b>-15</b>	<b>-209</b>
<b>Loss before tax</b>	<b>-4,512</b>	<b>-4,155</b>	<b>-14,121</b>	<b>-15,500</b>	<b>-19,438</b>	<b>-7,554</b>
Income tax	-1		-2		-4	
<b>Loss for the period</b>	<b>-4,513</b>	<b>-4,155</b>	<b>-14,123</b>	<b>-15,500</b>	<b>-19,441</b>	<b>-7,554</b>

## 1-9/2021 comments

- Revenue stemmed from 18 different non-GMP customer projects in 1Q-3Q/21 (9 projects in 1Q-3Q/20). Revenues are recognized over the lifetime of the projects, based on hours worked. Growth in revenues has accelerated every quarter in 2021. In Q3 there is a seasonal effect due to the summer vacation season.
- The gross profit and margin jumped to EUR 1.18 million and 91% in Q1-Q3/21 compared with EUR 0.36 million and 72% in Q1-Q3/20. The operating loss improved to EUR -14.31m from EUR -14.79m (1H20 included 4.6m in IPO related costs).
- Headcount increased to 116 (68 end of 3Q20).
- Cash position was EUR 82.4 million (EUR 66.6 million).

## Other operating expenses

	7-9/2021	7-9/2020	1-9/2021	1-9/2020	1-12/2020	1-12/2019
Premises expenses	92	55	144	82	106	66
IT expenses	153	78	386	219	309	202
Marketing and communication expenses	162	63	452	200	427	312
Consultant and professional fees	225	458	848	2,365	2,884	858
Travel expenses	44	20	80	84	100	269
Voluntary personnel related expenses	164	151	548	357	532	304
R&D expenses - external	149	436	688	1,050	1,357	28
Other expenses	410	114	842	213	453	180
<b>Total</b>	<b>1,399</b>	<b>1,375</b>	<b>3,990</b>	<b>4,570</b>	<b>6,168</b>	<b>2,218</b>

# Achieved near-term business targets

Topic	Target	Status	
GMP Approval	"GMP approval expected no later than Q3 2020"	Achieved - GMP certificate awarded April 2020	✓
Ongoing Client Intake	"For 2020, our ambition is to accelerate our growth by winning more new customers than in 2019"	Achieved – 4 new customers by July 2020	✓
First GMP Project	"Start of first GMP project before year end 2020"	Achieved – First GMP campaign started in October 2020	✓
Clinical Trials	"First dosing in humans in 2021"	Achieved – First dosing in humans announced December 2020	✓
Biologics	"First commercial Biologics PoC project signed in 2021"	Achieved – First Biologics PoC agreement signed February 2021	✓
Non-GMP Line Capacity	"At least 3 new non-GMP lines in 2021"	Achieved – 3 new non-GMP lines ready in Q1 2021	✓
Customer Projects	"At least 12 new non-GMP customer projects and at least one new GMP project in 2021"	Achieved – 14 non-GMP and 1 GMP project signed by November 2021	✓

# Near-term business targets 2022

Topic	Target	Status
<b>GMP Line Capacity</b>	<i>"2 new GMP lines in 2022"</i>	<i>On track</i>
<b>Biologics pilot-GMP</b>	<i>"Biologics pilot line for GMP in 2022"</i>	<i>New target</i>

# Nanoform mid-term business targets 2025

- New raised targets were announced June 2<sup>th</sup>, 2021

**>70**  
new APIs  
per year

**35** lines  
of which  
7-14 are  
GMP  
compliant

**200-250**  
employees

**>90%**  
gross  
margin

**Cash flow  
positive**



# Q&A

[www.nanoform.com](http://www.nanoform.com)

*San Diego - Chicago - New York - Lisbon - Oxford - Cambridge - Stockholm - Helsinki*





# Appendix

# Selection of Nanoform Institutional Shareholders<sup>1</sup>

Handelsbanken



SAMPO  GROUP



# **MILESTONES**

## **YEAR-TO-DATE**

- Nanoform sets a new near-term business target for 2021: "At least 12 new non-GMP customer projects and at least one new GMP customer project in 2021"
- Nanoform's clinical study indicates positive interim results
- Herantis Pharma signed as a client for Biologics Proof of Concept projects and near-term target "First commercial Biologics PoC project signed in 2021" achieved
- East Coast US biotech client signed
- Additional positive interim results from Nanoform's Clinical Study

- Dr Jamie Unwin appointed Commercial Insights Officer (Oxford)
- Nanoform sets a new near-term business target: "At least 3 new non-GMP lines in 2021 and 2 new GMP lines in 2022"
- Nanoform and Nacuity Pharmaceuticals Sign Technology Proof of Concept ("PoC") Agreement for Two Ophthalmic Drug Candidates
- European biotech client signed
- Nanoform launches next-generation STARMAP® v2.0, the AI-based drug candidate selection tool for CESS®
- Nanoform raised additional funds for accelerated growth
- Dr Chris Worrall appointed VP Business Development US (San Diego)
- Near-term business target "At least 3 new non-GMP lines in 2021" achieved in Q1

- Nanoform and Aprelia collaborate to advance 3D printed Nanomedicines
- Nanoform's final clinical results (Unicorn study) confirm value proposition to the pharma industry
- Nanoform and a US listed metabolic pharmaceutical company collaboration signed
- Nanoform and Celanese explore ways to enhance drug delivery
- US biotech client signed
- Nanoform raised its mid-term business targets for 2025
- Letter of intent signed with a European headquartered international company for the development, manufacturing, and commercialization of a nanoformed improved version of a current blockbuster drug
- Global major pharma client signed
- Master Services Agreement signed with Boehringer Ingelheim
- Nanoform Technology delivers successful results for Herantis CDNF drug candidate

- Dr Nathalie Huther appointed VP Business Development Europe
- Nanoform receives funding from Bill & Melinda Gates Foundation to solve challenges for global health
- Nanoform receives ISO/IEC 27001:2013 certification for its Information Security Management System
- Nanoform signs GMP agreement and achieves near-term business target
- Nanoform wins Star of Innovation award at European Small and Mid-Cap Awards 2021
- Nanoform EGM elects global renowned executive Jeanne Thoma as board member
- Nanoform sets new near-term business target for 2022



# International team of highly skilled professionals

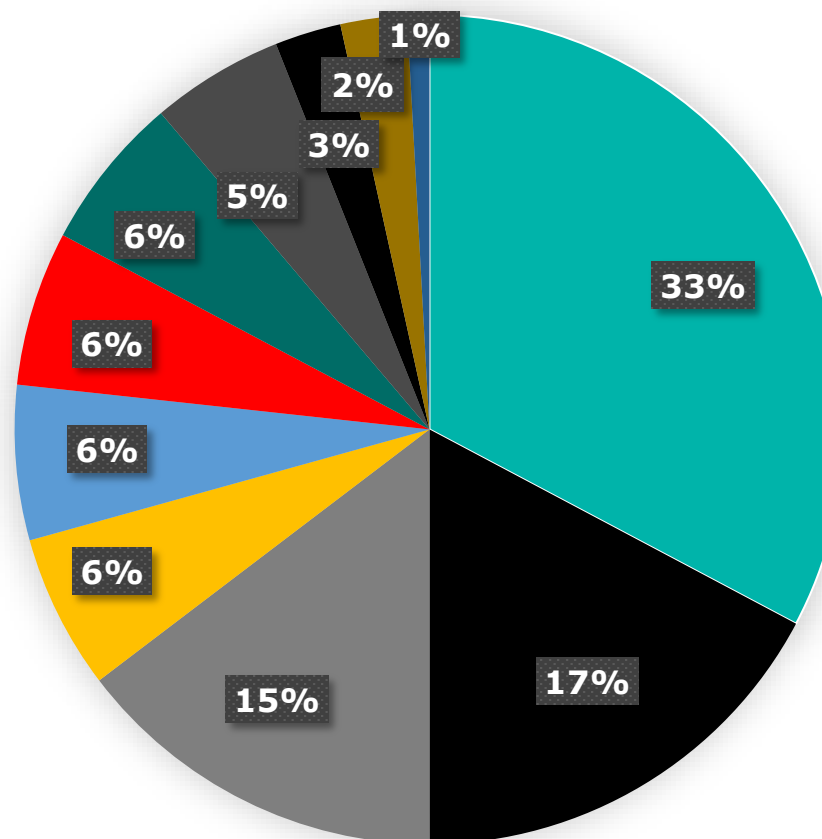
Currently  
**~120**  
employees  
and  
growing

**>25**  
Nationalities

Balanced  
combination  
of experts  
from business  
and academia

**~40** PhD's  
from different  
fields including  
e.g. physics,  
pharma and  
biology

Personnel split by main functions



- Research & Development (including non-GMP customer projects)
- Quality Control
- GMP Manufacturing
- Quality Assurance
- Project Management
- Finance
- Administration
- Sales & Marketing
- Legal
- IT

# Management team: Multi-disciplinary with international merits



## **CEO & Co-founder; Ph.D. (applied Physics), MBA**

### **Edward Hæggström**

- Professor at the University of Helsinki, Head of Electronics Research Lab. within the Dept. of Physics
- Previously visiting professor at Harvard Medical School, visiting scholar at Stanford University and project leader at CERN
- Has led a large number of scientific projects
- *Current ownership: 5,409,405 shares*



## **CTO; Ph.D. (Pharmaceutical Technology)**

### **Niklas Sandler**

- Previously Vice Rector for Research Affairs and Professor of Pharmaceutical Technology at Åbo Akademi University
- Extensive experience in industry and academia
- **Key area of expertise:** Pharmaceutical product development and material science
- *Current ownership: 290,000 options*



## **CCO; M.Sc. (Chem.)**

### **Christian Jones**

- Previously Commercial Director and member of the Senior Leadership Team for the Global Health Sector at Johnson Matthey
- Also senior roles at Dr. Reddy's Global Custom Pharma Solutions and Prosonix
- **Key area of expertise:** Commercial strategy and business development
- *Current ownership: 300,000 options*



## **Director Human Resources; LL.M**

### **Johanna Tuomisto**

- Previously HR Director, Finland at Thermo Fisher Scientific
- Senior Vice President, Administration at Finnvera Oyj, and as a Legal & HR Director and Partner at Evli Bank Plc
- **Key area of expertise:** Human resources
- *Current ownership: 50,000 options*



## **CFO and member of the Board; B.Sc. (Econ.)**

### **Albert Hæggström**

- 20 years of finance and investing experience
- Prior roles include senior positions at Alfred Berg, BNP Paribas, Nordea and SEB
- *Current ownership: 692,000 shares and 400,000 options*



## **Head of Manufacturing; Ph.D. (Chem.)**

### **David Rowe**

- Previously Particle Size Reduction Lead for GlaxoSmithKline
- Has chaired the PSR Centre of Excellence
- **Key area of expertise:** Technical leadership within new chemical entities and commercial assets
- *Current ownership: 290,000 options*



## **CBO; Ph.D. (Biochem.), MBA**

### **Gonçalo Andrade**

- Biochemist by training with over 20 years of experience in the pharmaceutical industry
- Previously member of management team at Hovione Capital
- **Key area of expertise:** Global sales, account and project management as well as IPR
- *Current ownership: 74,000 shares and 220,000 options*



## **General Counsel; LL.M**

### **Peter Hänninen**

- Previously Attorney, Borenus Attorneys
- Successful track-record of advising technology companies from founding to exit in key transactions and collaborations
- **Key area of expertise:** Legal, Compliance, IPR
- *Current ownership: 103,125 shares and 230,000 options*



# Board of directors: Top executives from leading industry positions



**Miguel Calado**  
**Chairman of the Board**

- Previously CFO at international particle engineering CDMO company Hovione Group
- Other previous roles include CFO at PepsiCo International and President International Operations at Dean Foods
- Experienced Board member in both the EU and the US
- *Current ownership: 400,000 options*
- **Key experience:**



**Albert Hæggström**  
**CFO and Board Member**

- 20 years of finance and investing experience
- Prior roles include senior positions at Alfred Berg, BNP Paribas, Nordea and SEB
- *Current ownership: 692,000 shares and 400,000 options*
- **Key experience:**



**Mads Laustsen**  
**Board Member**

- Over 30 years of experience in pharmaceutical development and manufacturing
- Co-Founder and former CEO of international biologics CDMO company CMC Biologics
- Extensive experience in process development and patenting
- Senior positions within several Danish biotech companies
- *Current ownership: 300,000 options*
- **Key experience:**



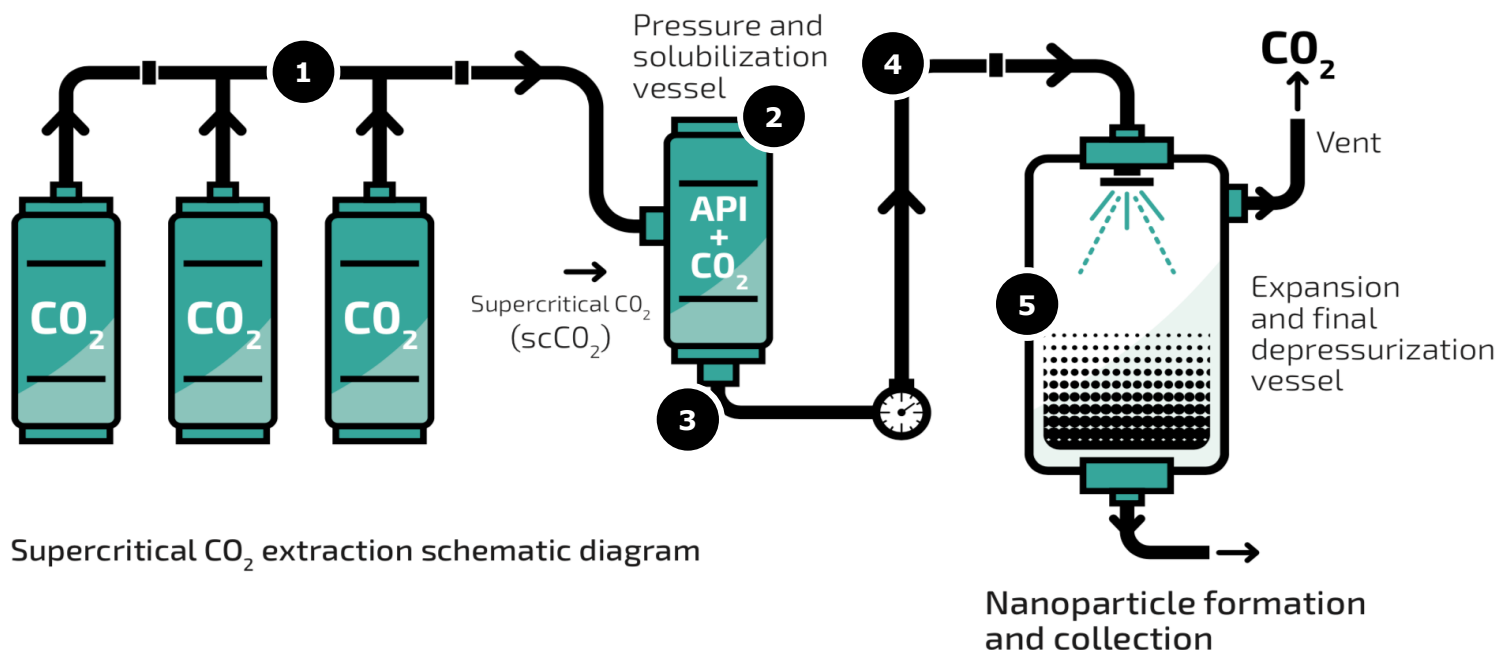
**Jeanne Thoma**  
**Board Member**

- 30+ years of experience in global pharmaceutical and life science leadership
- Prior roles include executive positions at BASF Inc, Lonza AG and SPI Pharmaceuticals
- *Current ownership: 38,630 options*
- **Key experience:**



# Small molecules - Patented technology

## Controlled Expansion of Supercritical Solutions - CESS®



- 1 Supercritical CO<sub>2</sub> is guided into a pressure vessel loaded with API
- 2 Increasing the pressure and temperature in the vessel dissolves the API in supercritical CO<sub>2</sub>
- 3 The CO<sub>2</sub> and the API are released from the pressure vessel and the flow, pressure and temperature profiles are accurately controlled
- 4 In the tube, the pressure and temperature is controlled to achieve a stable nucleation phase and formation of nanoparticles at the nozzle
- 5 In a collection vessel the CO<sub>2</sub> is sublimated resulting in final nanoparticles ready for collection and formulation

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



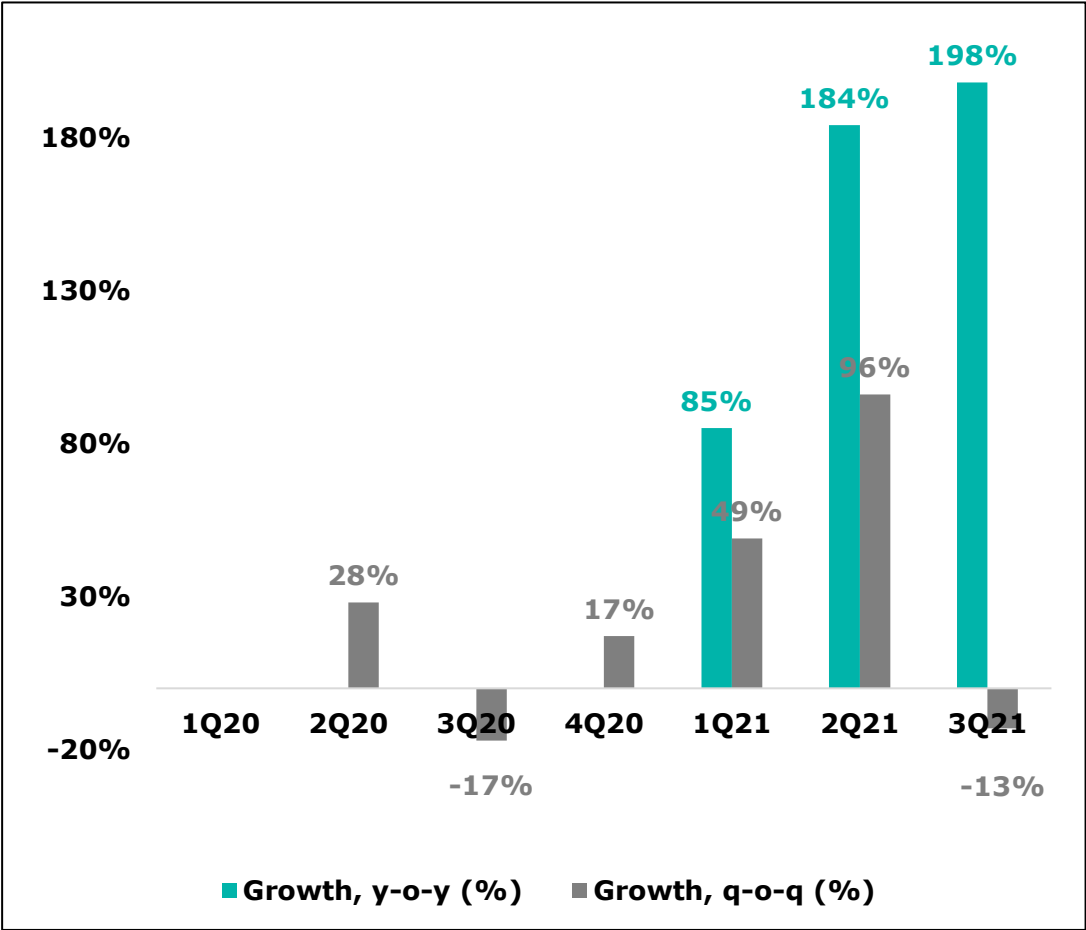
# Small molecules - CESS® Superior to Existing Technologies

CESS® comparison with existing technologies

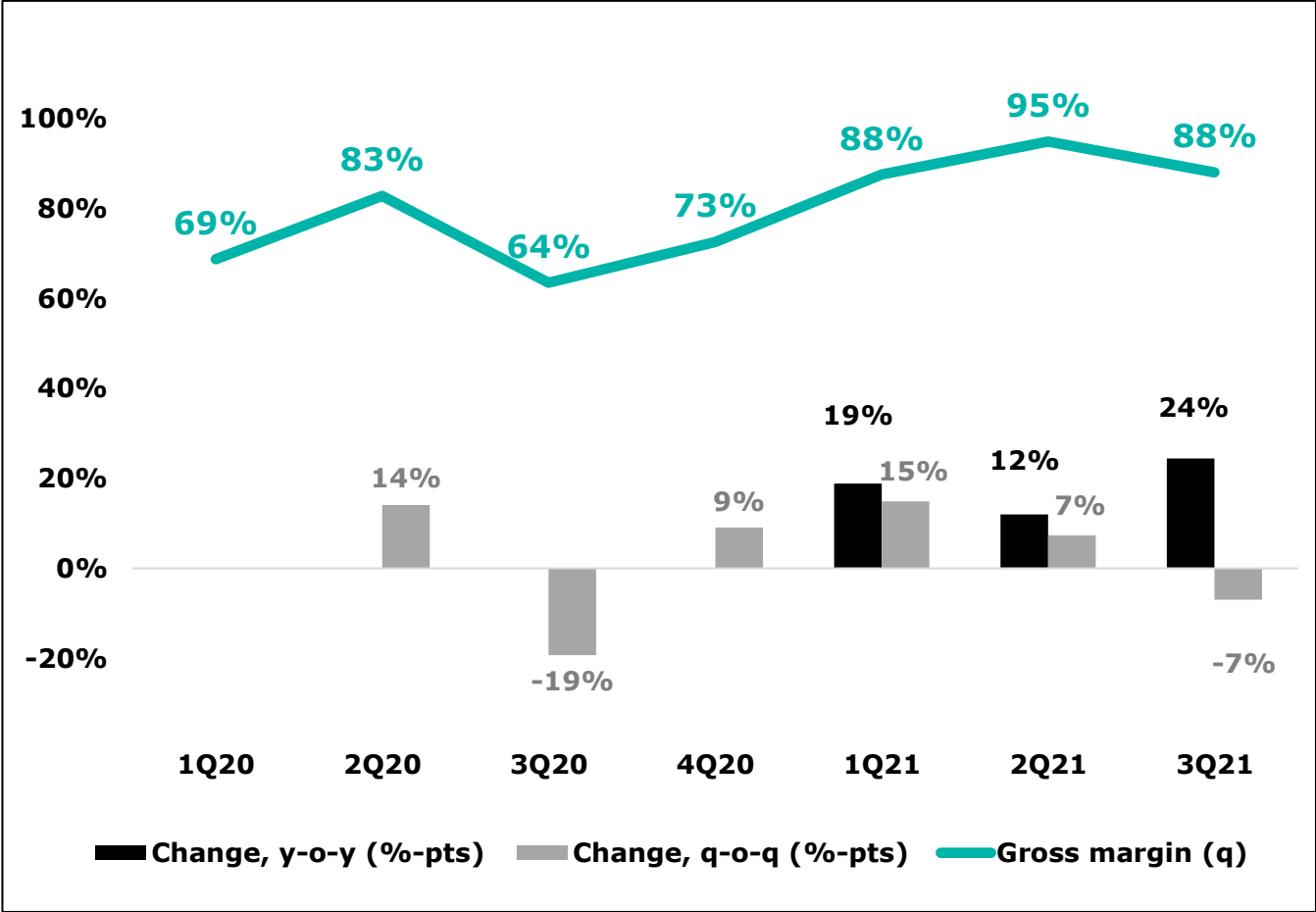
	Controlled Expansion of Supercritical Solutions (CESS®)	Solid dispersion (e.g. spray drying)	Jet milling	Nanomilling
Description	Extracts API from supercritical CO <sub>2</sub> by applying controlled reduction in pressure	API is dispersed into a solid material, which dissolves when exposed to an aqueous 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

# Seasonality in Q3 due to summer vacation period

Quarterly revenue development



Quarterly gross margin development



***FURTHER ENQUIRIES***

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***FINANCIAL CALENDAR***

**November 25, 2021 - Interim Report for January-September 2021**

**February 22, 2022 – Full Year 2021 Report**