

Imagine you are an **investor**

You have to pick the **best investment out of a million options**

Each question costs you over **EUR 200 to 100,000** for each option

This is what **early drug R&D** looks like

Picking the wrong ones will cost them **EUR 25 million**

Picking the right ones will yield **billions** and **save many lives**

Today, they can **only guess**

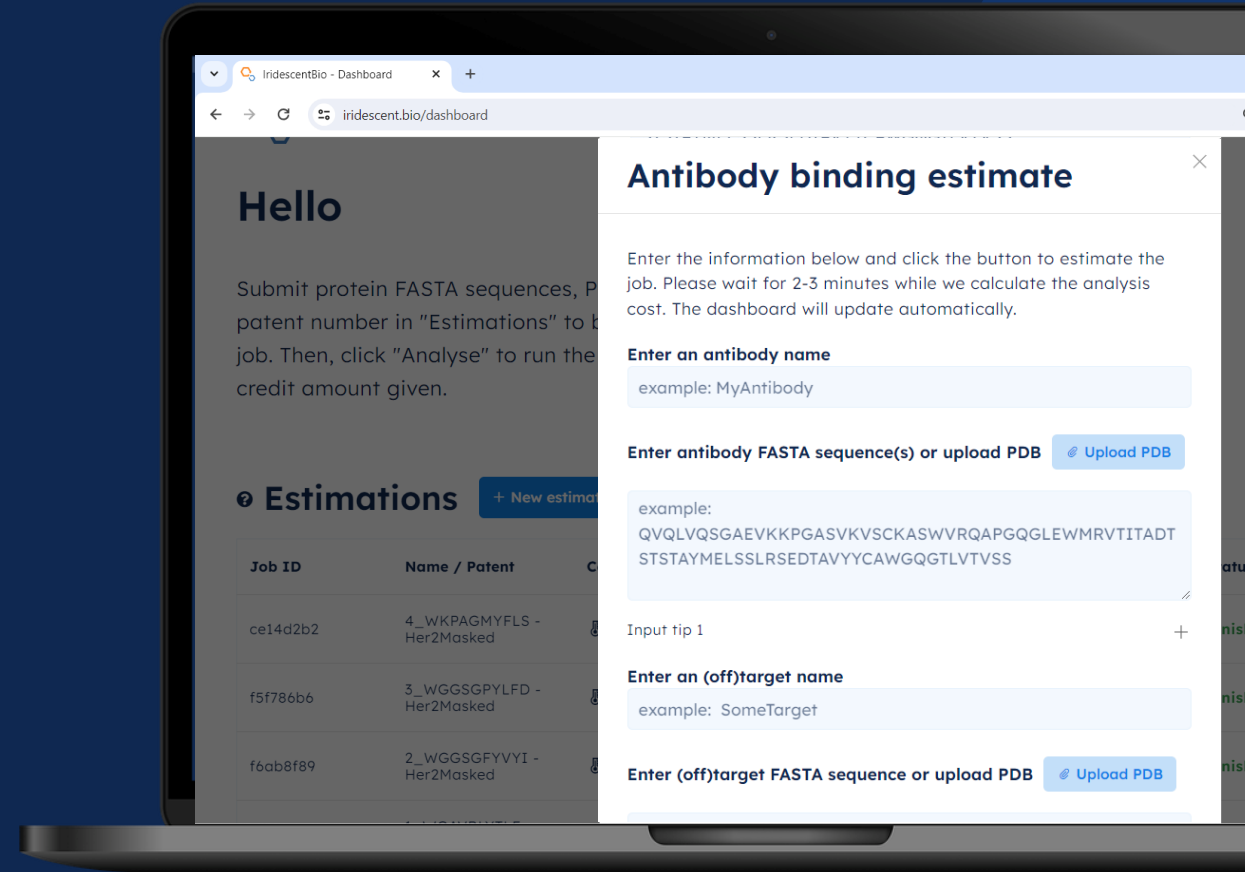
We help them **look into the future, instantly**

we are



Bringing more life-saving therapies to market, faster

*pre-seed round*



## Developing new antibodies is costly and time consuming



>10 years  
EUR 3bn cost\*  
4% success rate

**Generating candidates**

> 1.000.000 drug candidates

**Selecting and improving to find a drug**

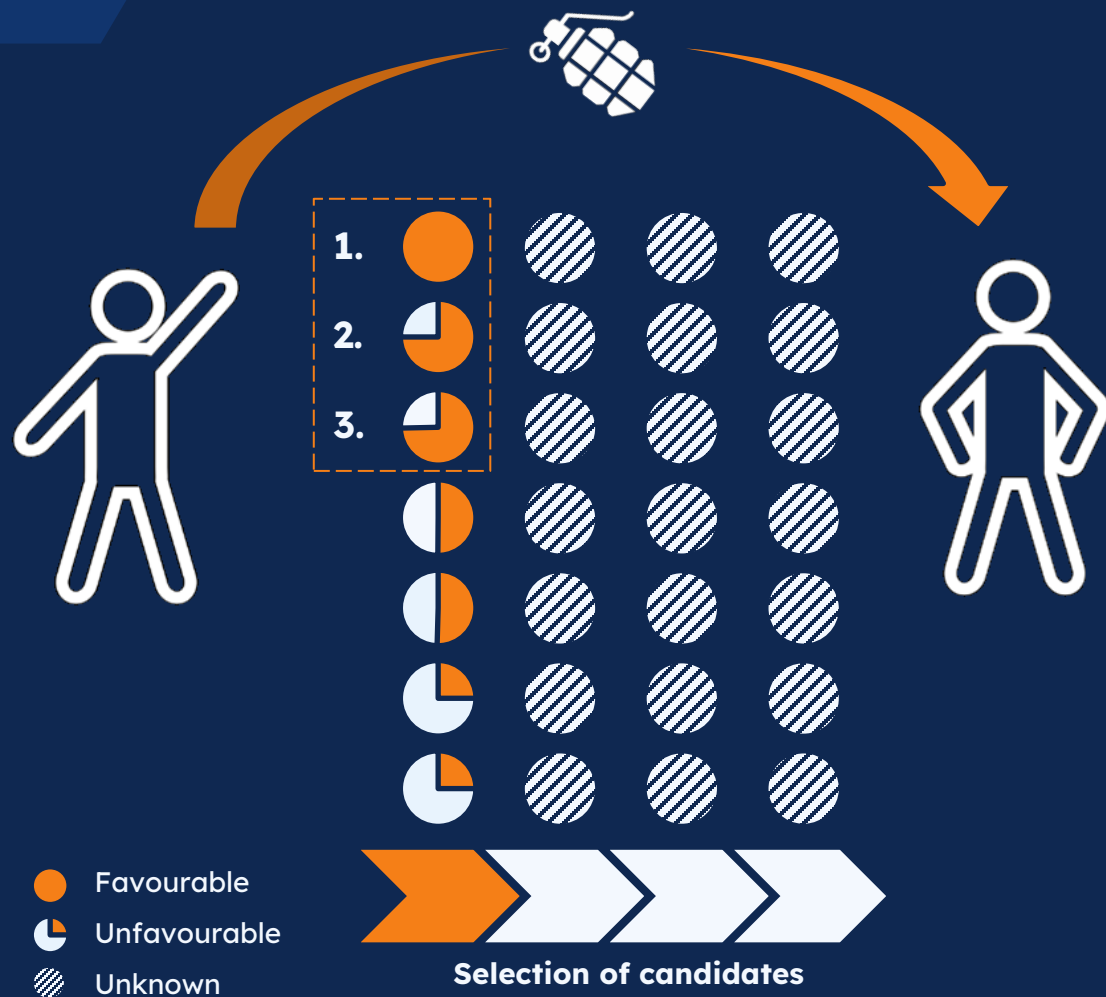
**Per approval**  
**24** Programs  
EUR **1bn** pre clinic  
**4-6** years  
**35%** success rate to clinic

**Proving safety and superior effectivity**

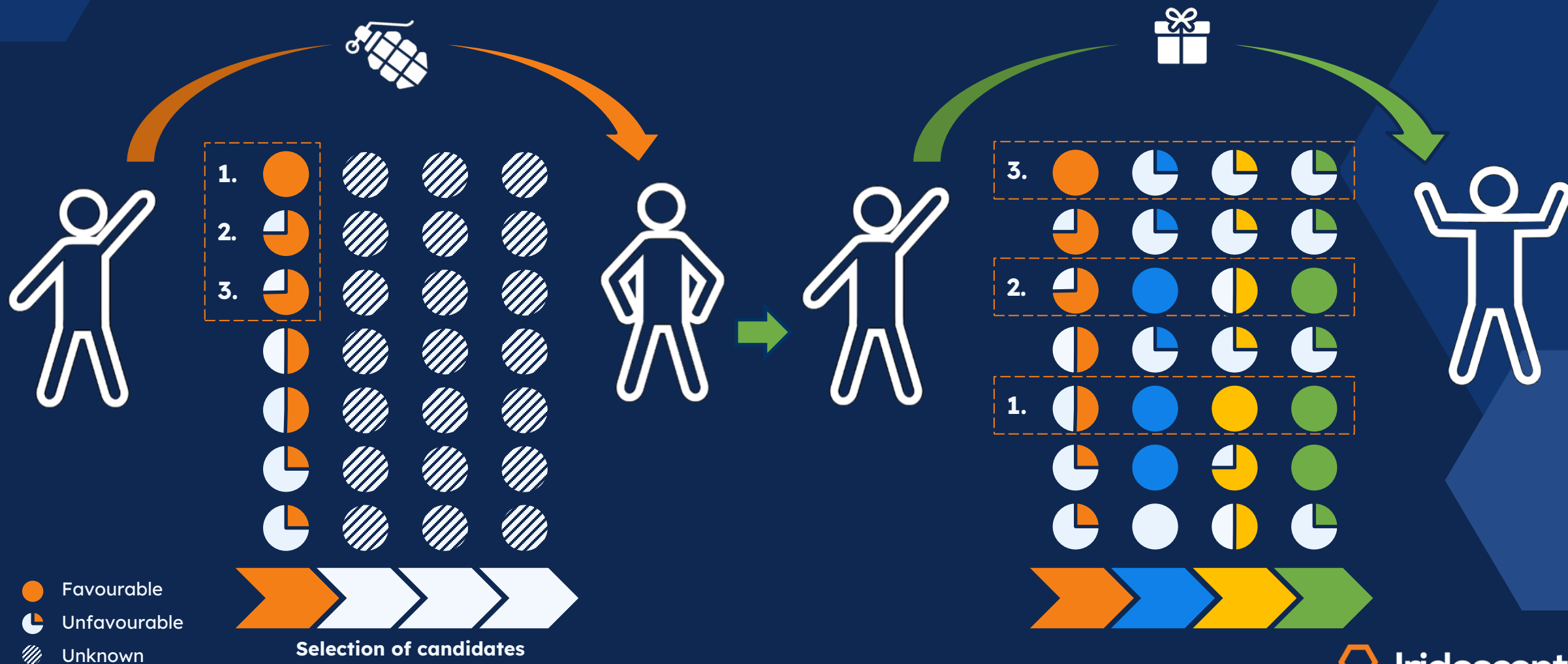
1 approved drug

\*) per approved drug (including cost of capital)

The lack of predictive insights causes biopharma R&D teams to waste time and money on bad candidates



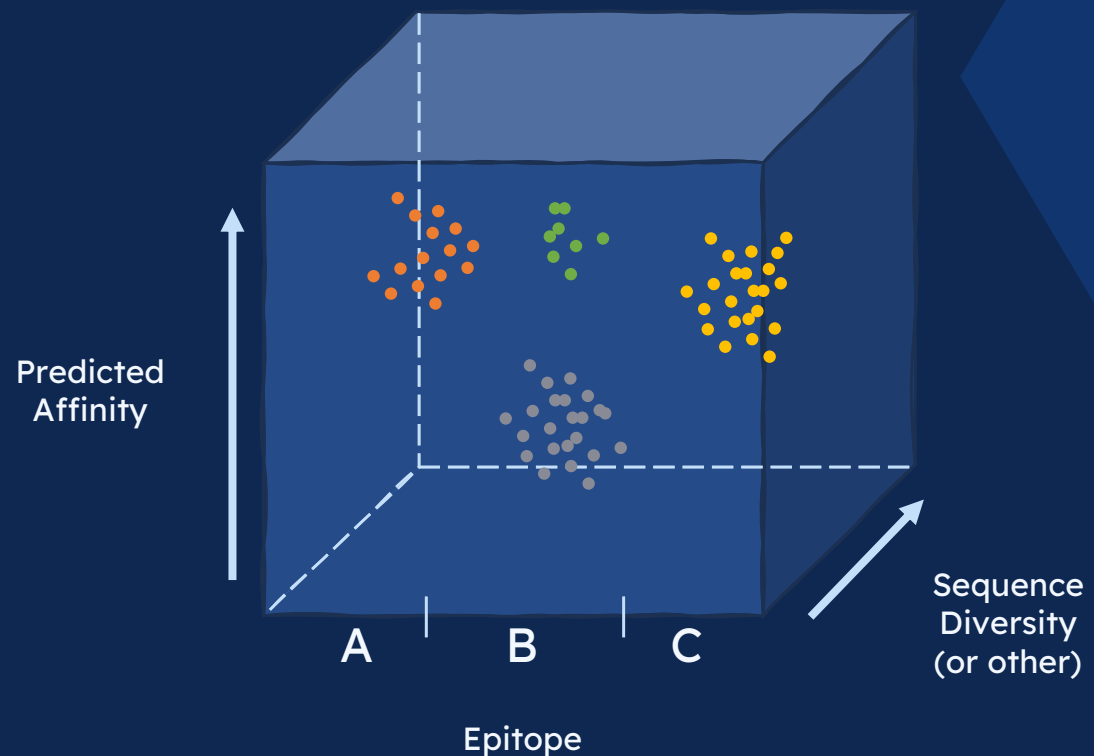
Our Virtual Screening predicts which drug candidates are most likely to get to clinic by looking 4 years ahead



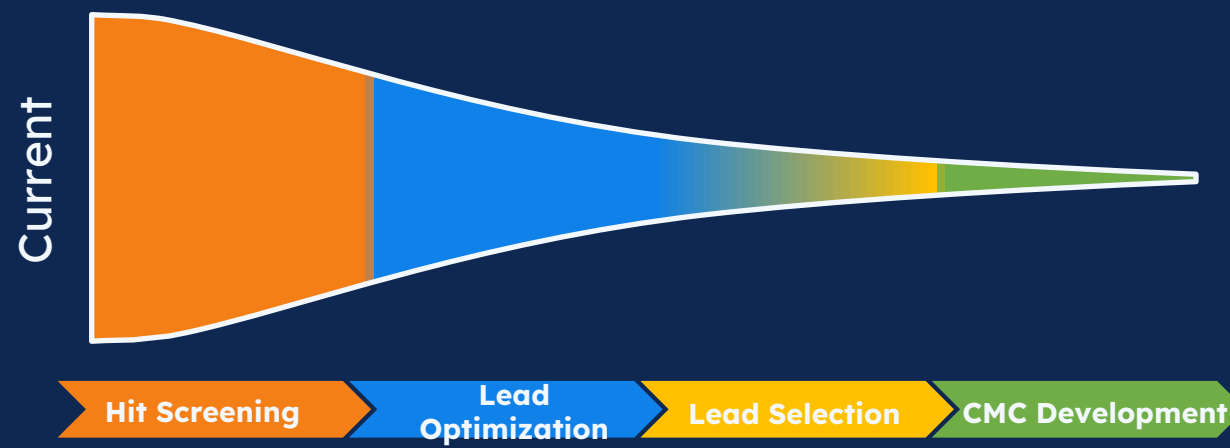
Our Virtual Screener platform helps users make the best decisions in selecting and developing drugs



**Screen for...**  
Affinity  
Developability  
Target Specificity  
Formulatability



Save 20% on the development throughput time, saving, out-of-pocket, cost of capital and opportunity costs



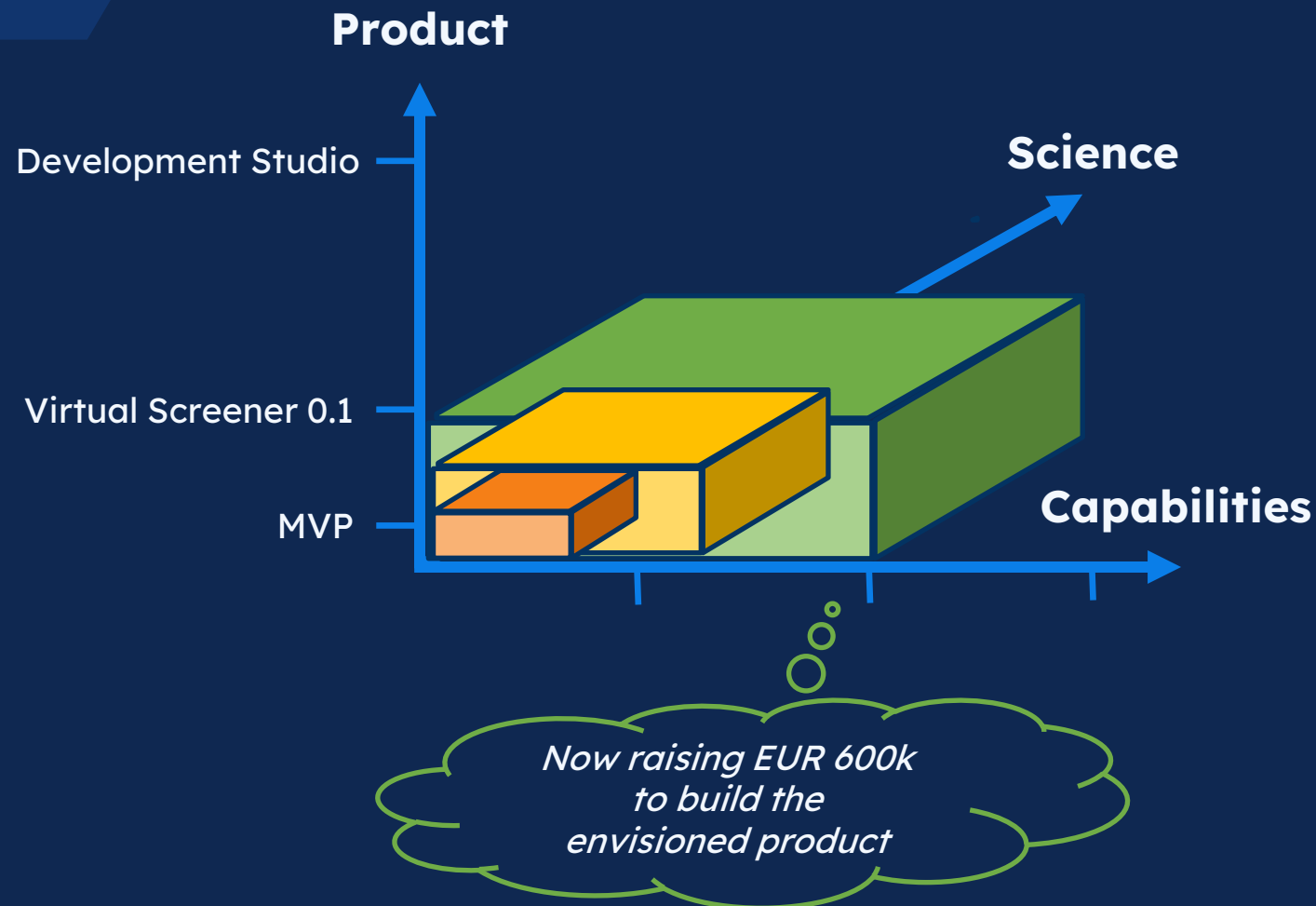
### Cost of:

- Wasting first year of research EUR 0.5-1m
- Abandoning a program at optimization EUR 10m
- Cost of capital of one year delay at CMC EUR 20-50m

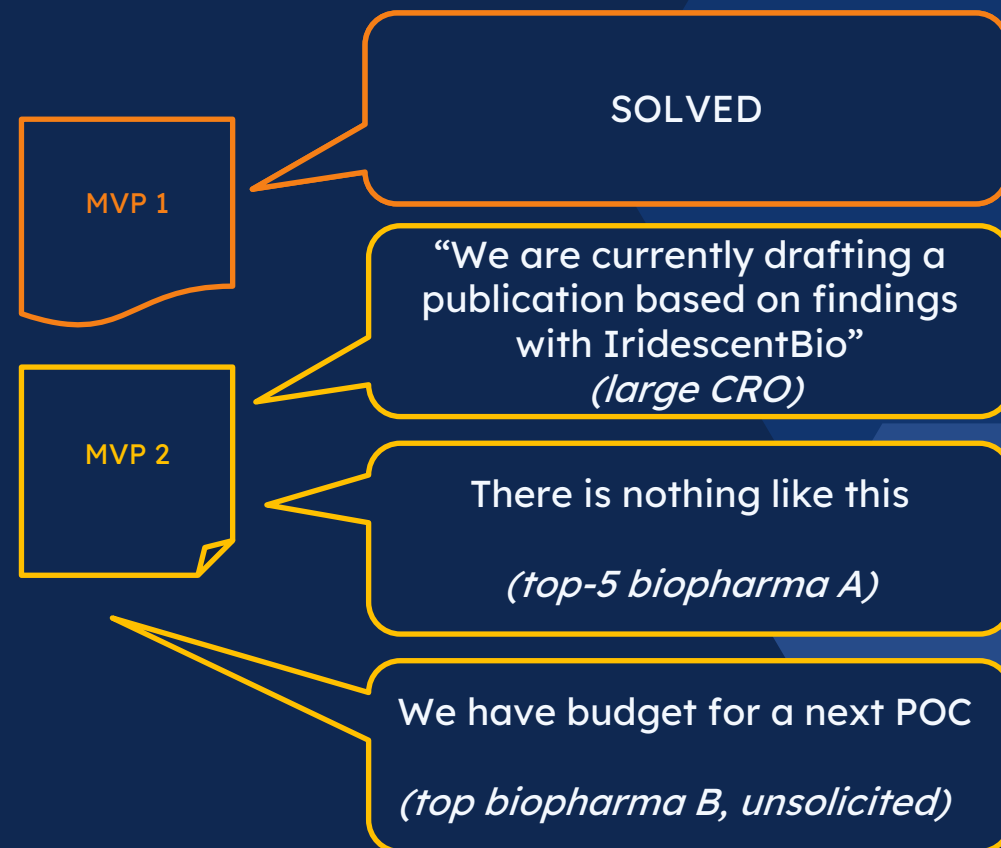
### Benefit of:

- One year faster go-to-market EUR 500m
- Being first in a new category EUR 5bn

By deploying early modules as MVP's, we have received early feedback on our route to product-market-fit



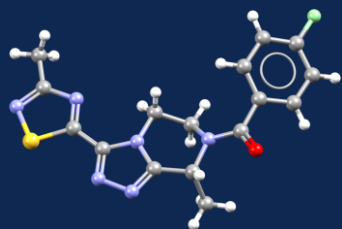
## Early MVP feedback





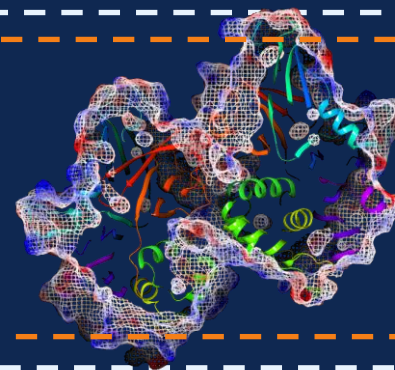
We build on the fundamentals of over 100's of years of science and a major recent AI breakthrough

Computational



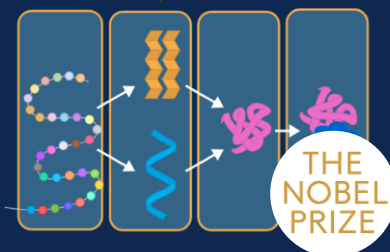
Schrödinger, OpenEye, Culgi

+



 IridescentBio

AI



Isomorphic Labs, Cradle

If it wasn't complex, everyone could do it. Our stellar team has a track record in solving these problems



**Aart Bijkerk**

Co-founder - Chief Executive Officer

- Previously TMT lead at Clearwater (corporate finance) focused on SaaS
- MSc in Business Administration

**Deloitte.**



**Johannes Fraaije**

Co-founder - Chief Science Officer

- Professor of Physical Chemistry
- Previously commercialized physics modelling with Mesodyn (sold to Biovia / Dassault Systems) and Culgi (exit to Siemens Digital)



**Nicholas Tito**

Head of Product

- Ph.D in Physical Chemistry
- Previously Director of Science at RheoCube



DARTMOUTH



**André Nunes**

Chief Software Engineer

- Ph.D in computational soft matter physics, data scientist in industry
- Expertise in cloud computing / architecting
- Started his professional career as a data scientist / ML specialist



## We create a new category in a large, global market

EUR 200bn antibody therapeutics market with EUR 7bn outsourced R&D service

**TAM: EUR 3bn**

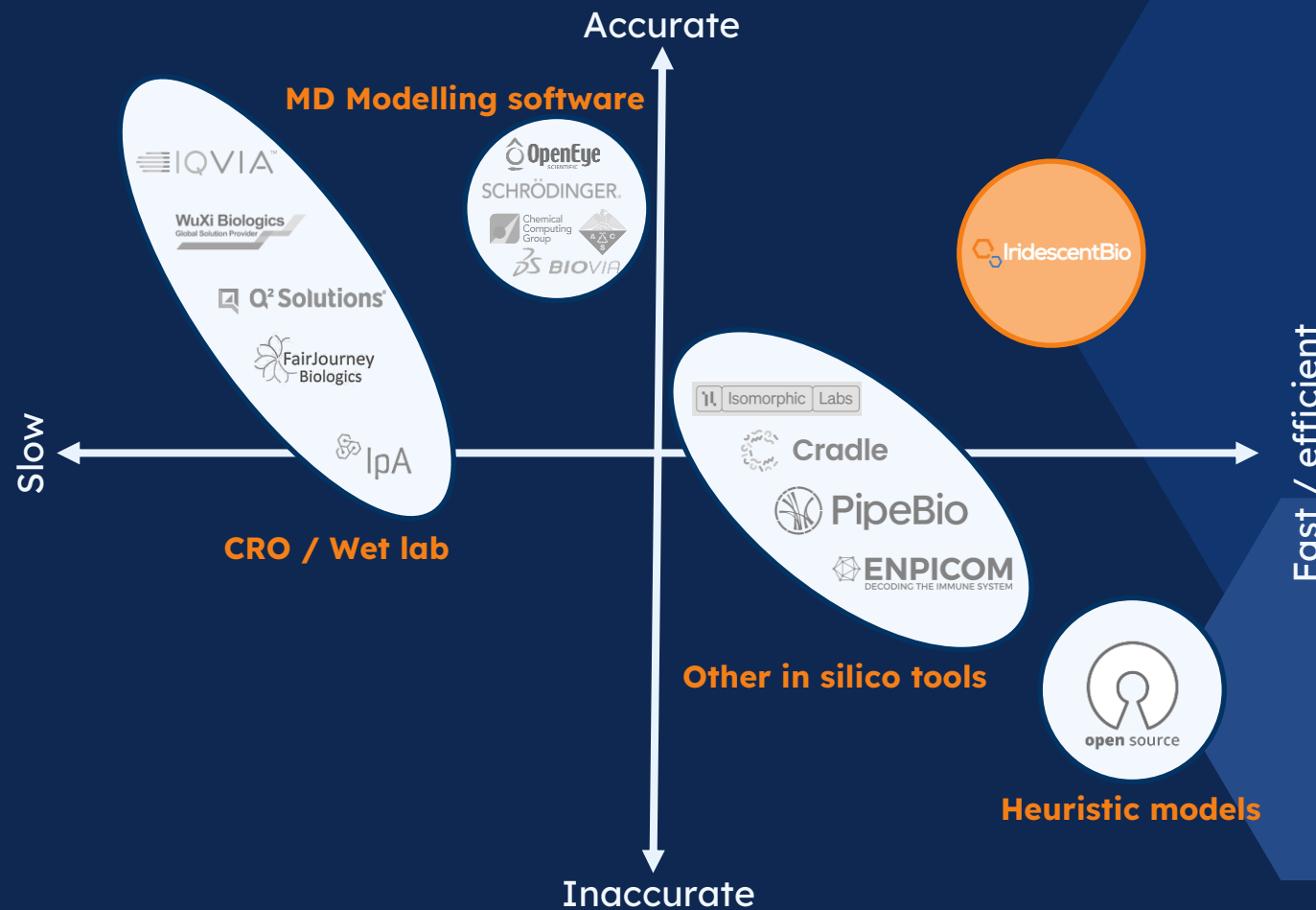
50% of all 6000 biopharma companies work on immunotherapies representing EUR 1m contracts

**SAM: EUR 600m**

c. 1200 novel antibody development programs live at any moment ACV: EUR 500k

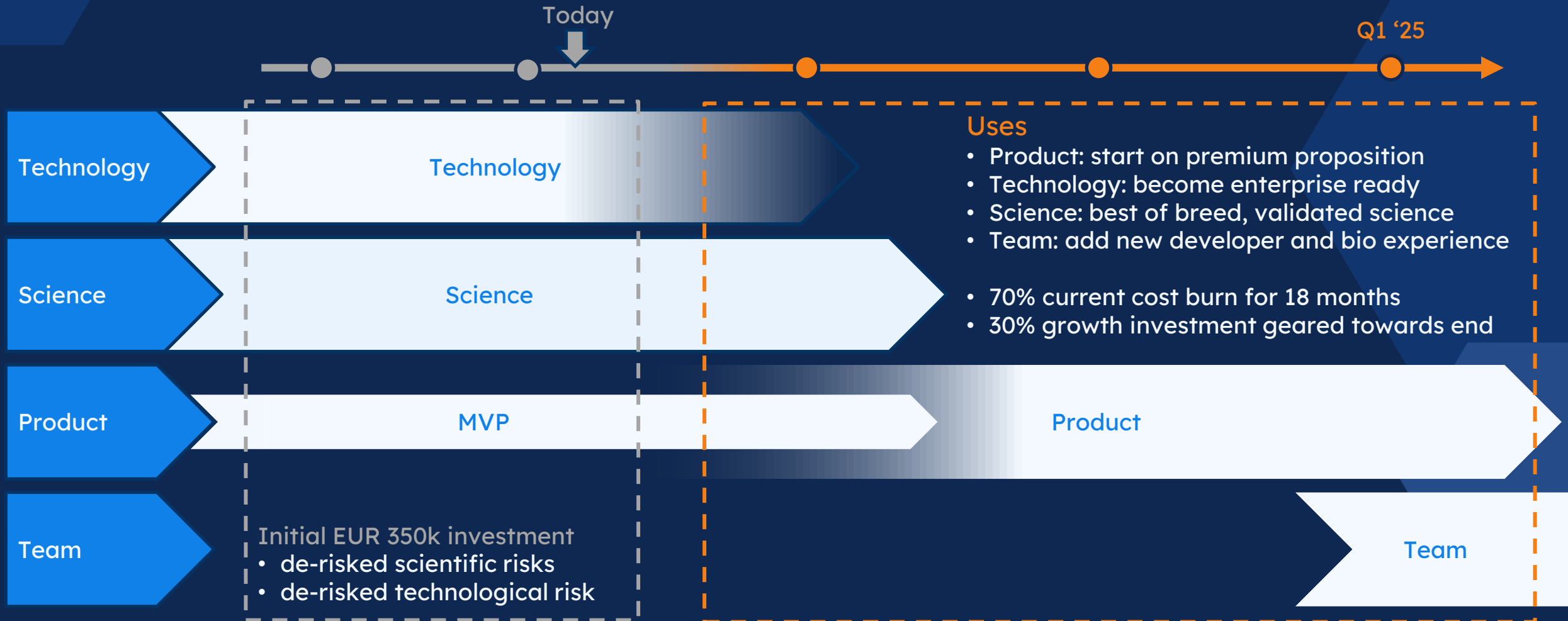
**SOM: EUR 120m**

20% of SAM; multiple software and data providers have shown to be able to generate over EUR 100m in annual sales

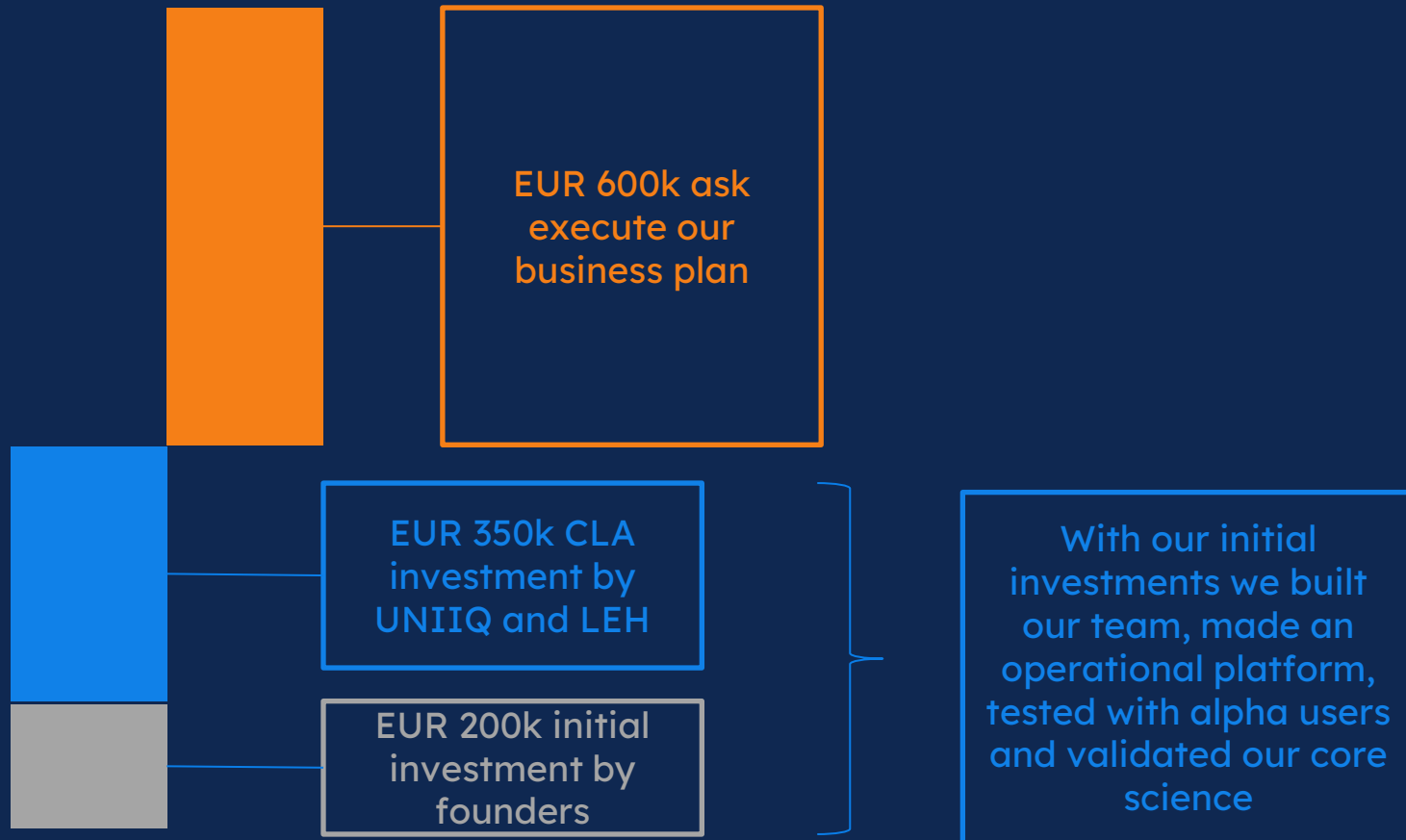


# Business plan

We plan to further develop our science and become the secret ingredient to antibody discovery and development



# We are currently raising the last EUR 600k in our pre-seed to become the secret ingredient to antibody development



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# Friendly Cloud Experience

Product today



Demo Account

## Hello Demo Account

Get a cost quote for a new analysis by clicking "estimate". Then, click "Analyse" to run the analysis. The credit amount given.

### Estimates [+ New estimate](#)

Job ID	Name	Type
8ccbde00	daratumumab_fab - CD38	Ab Binding
6fd0a3ec	daratumumab_fab_seq - CD38	Ab Binding
bbc7a900	pembrolizumab_pdb - HER2_ECD	Ab Binding

[View all estimates](#)

### Analyses

Job ID	Name	Type
a9c8b054	daratumumab_fab - CD38	Ab Binding
b12bce71	daratumumab_fab_seq - CD38	Ab Binding

## Antibody binding estimate

14 credits

Enter the information below and click the button to estimate the job. Please wait for 2-3 minutes while we calculate the analysis cost. The dashboard will update automatically.

### Enter an antibody name

example: MyAntibody

### Enter antibody FASTA sequence(s) or upload PDB

example:  
QVQLVQSGAEVKKPGASVKVSCKASWVRQAPGQGLEWV  
STSTAYMELSSLRSEDTAVYYCAWGQGLTVTVSS

Input tip 1

### Enter an (off)target name

example: SomeTarget

### Enter (off)target FASTA sequence or upload PDB

example:  
QVQLVQSGAEVKKPGASVKVSCKASWVRQAPGQGLEWV  
STSTAYMELSSLRSEDTAVYYCAWGQGLTVTVSS

Input tip 2

Enter @<UniProtID> or @<TargetTag> in this box to use a target from IridescentBio's built-in database. For example, @P04637 or @CD38.

## Antibody formulation estimate

Enter the information below and click the button to estimate the job. Please wait for 2-3 minutes while we calculate the analysis cost. The dashboard will update automatically.

### Enter a name for the analysis

example: MyAntibodyAnalysis

### Enter antibody FASTA sequence(s) or upload PDB

example:  
QVQLVQSGAEVKKPGASVKVSCKASWVRQAPGQGLEWV  
STSTAYMELSSLRSEDTAVYYCAWGQGLTVTVSS

Input tip 1

### Customize formulation conditions

Temperature

5°C  25°C  40°C

Salt Concentration

Molarity

Add

pH

Instant access via web browser

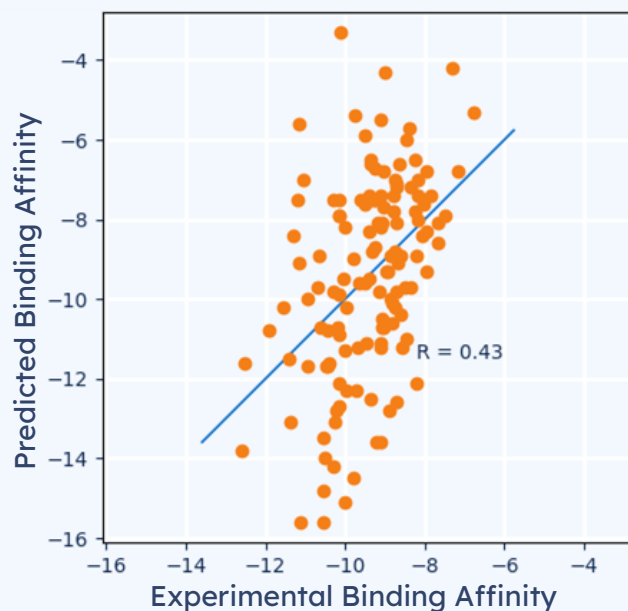
Online 24/7

Easy input  
Full Abs by  
FASTA or PDB

No model tuning /  
expertise required

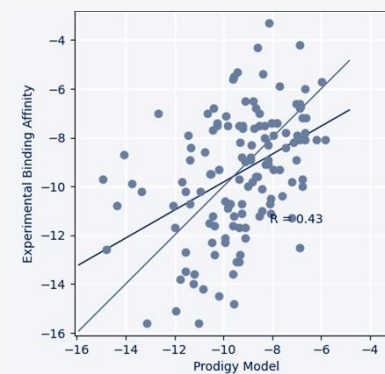
# Case Studies

## Protein Binding Affinity



Physicochemical model

built-in variability with pH, salt, excipients



PRODIGY Model [2]  
*2015*

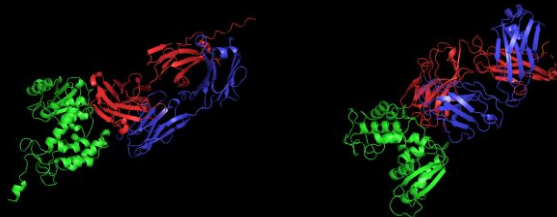
data model with physical trends



# Case Studies

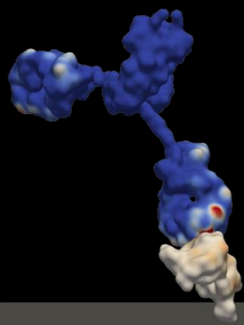
## Antibody / Target Docking Prediction

Isatuximab / CD38



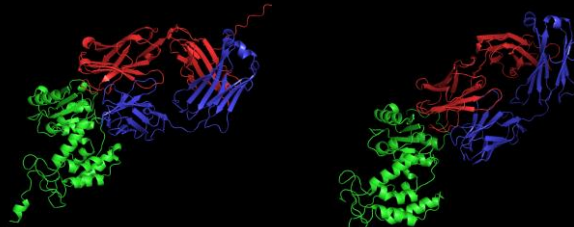
IridescentBio

Experiment



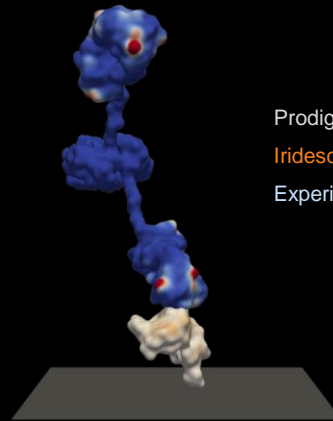
	$\Delta G$ (kcal/mol)
Prodigy	-10.2
<b>IridescentBio</b>	<b>-13.6</b>
Experiment	-13.0

Daratumumab / CD38



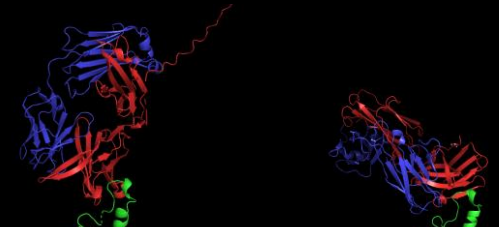
IridescentBio

Experiment



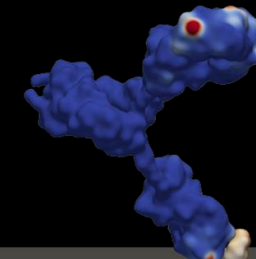
	$\Delta G$ (kcal/mol)
Prodigy	-5.70
<b>IridescentBio</b>	<b>-13.2</b>
Experiment	-11.0

Rituximab / CD20



IridescentBio

Experiment



	$\Delta G$ (kcal/mol)
Prodigy	-9.81
<b>IridescentBio</b>	<b>-12.3</b>
Experiment	-11.1

# Case Studies

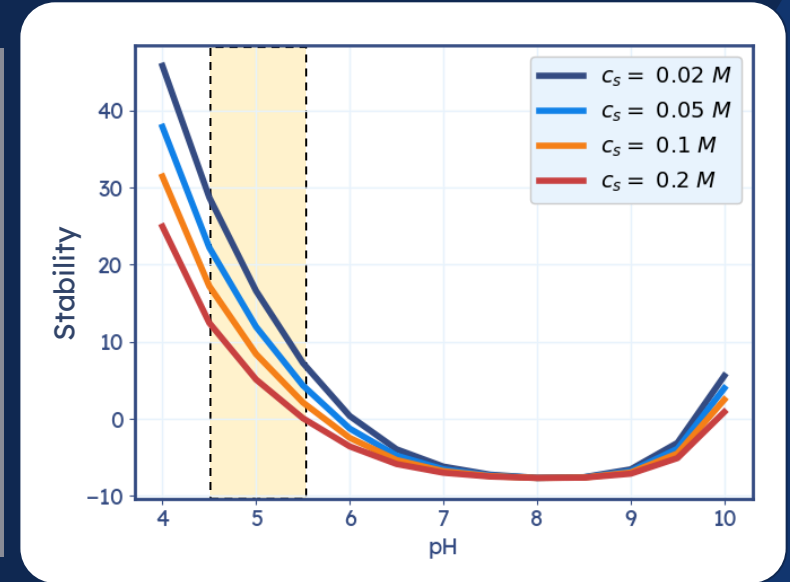
## Formulation Stabilization

Joint study with major biopharma CRO on antibody formulation stability

Acetate buffer  
formulation stability **decreases** with pH

Histidine buffer  
formulation stability **increases** with pH

No Histidine



with Histidine

