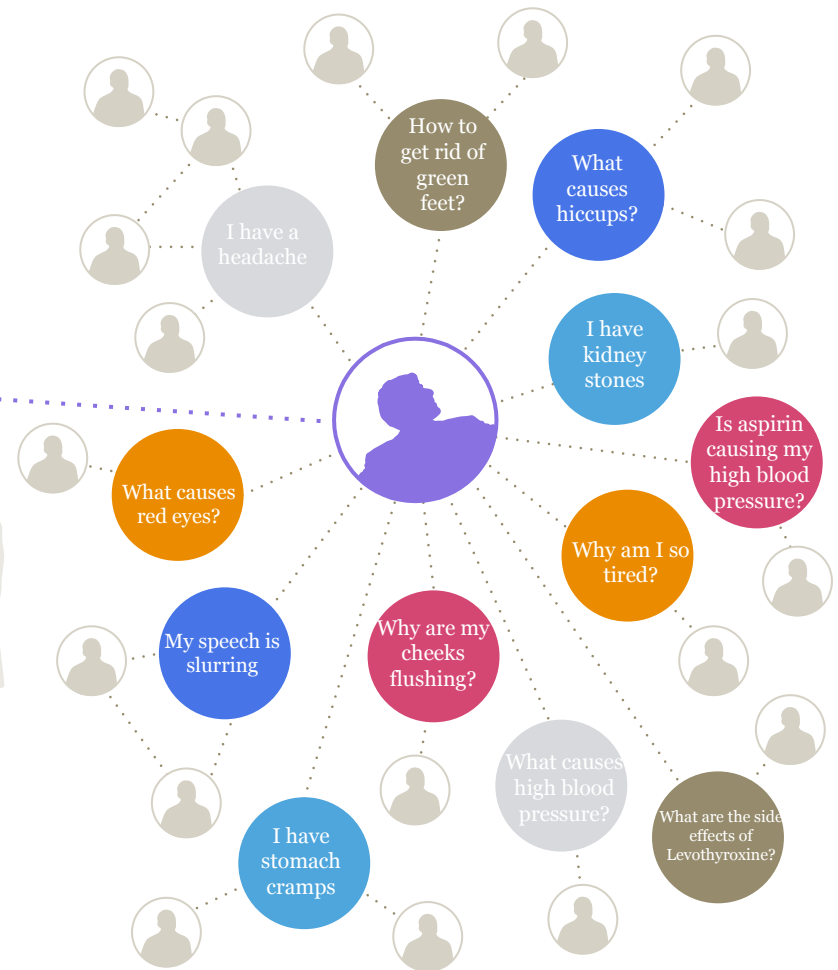
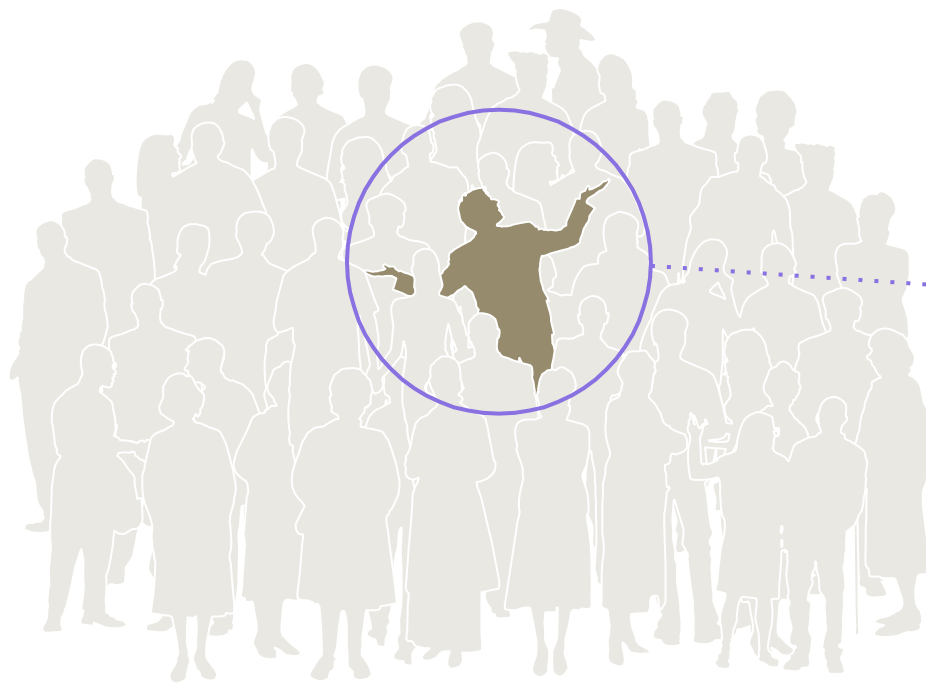


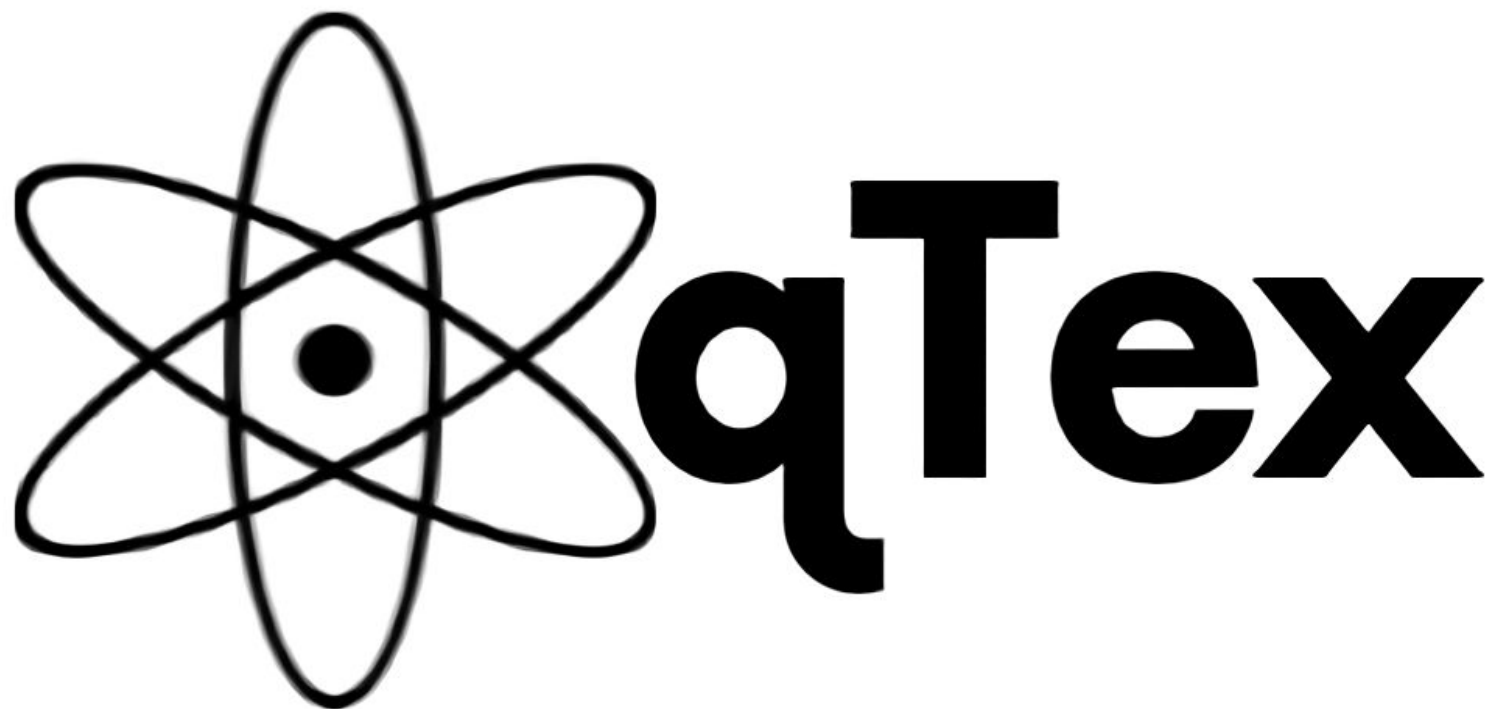


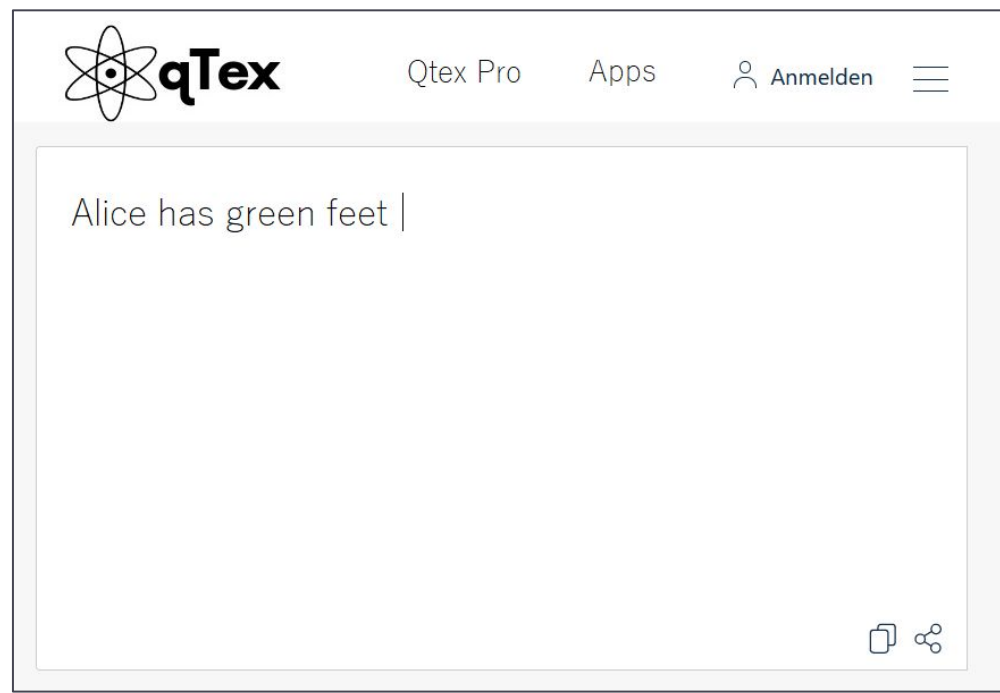
**We uncover hidden insights in drug  
adverse events by using quantum  
technologies**









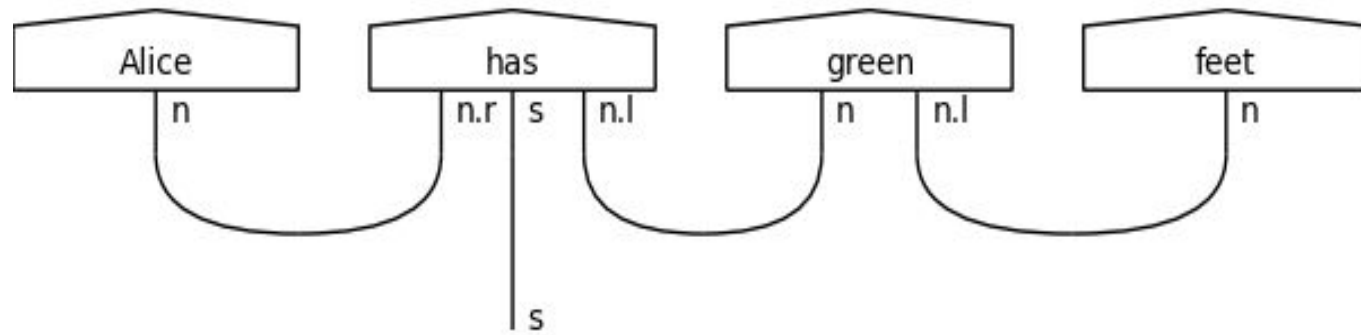


Alice has green feet |



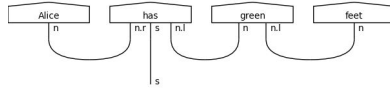
string diagram:

DisCoCat



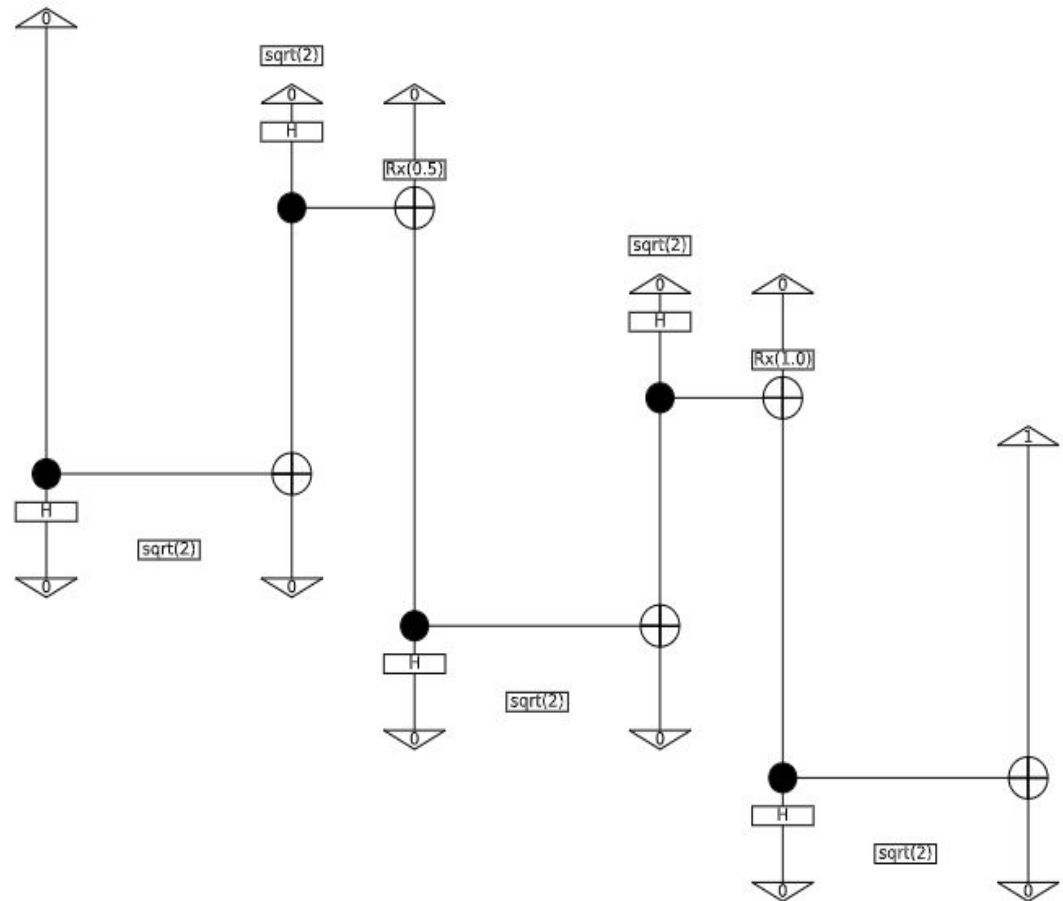
Alice has green feet |

DisCoCat

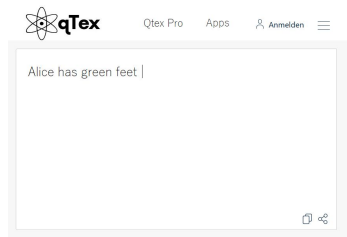


circuit model:

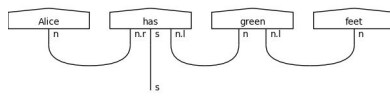
ZX-calculus



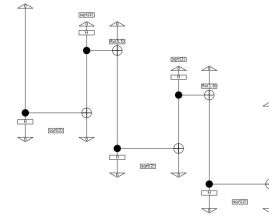




DisCoCat

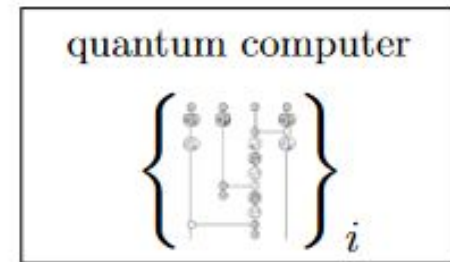
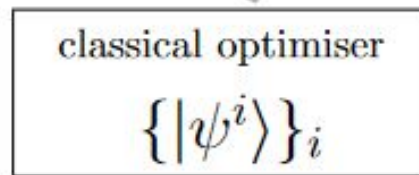


ZX-calculus



(1)

Variational Circuit

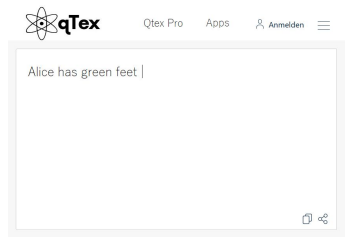


re-adjust variables  $\{\delta\alpha^i, \delta\beta^i, \dots\}_i$

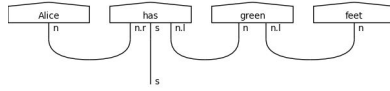


measurement data  $\{|\tilde{\psi}^i\rangle\}_i$

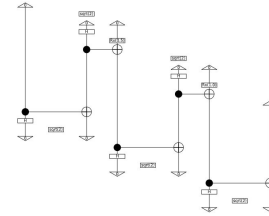




DisCoCat



ZX-calculus



Variational Circuit

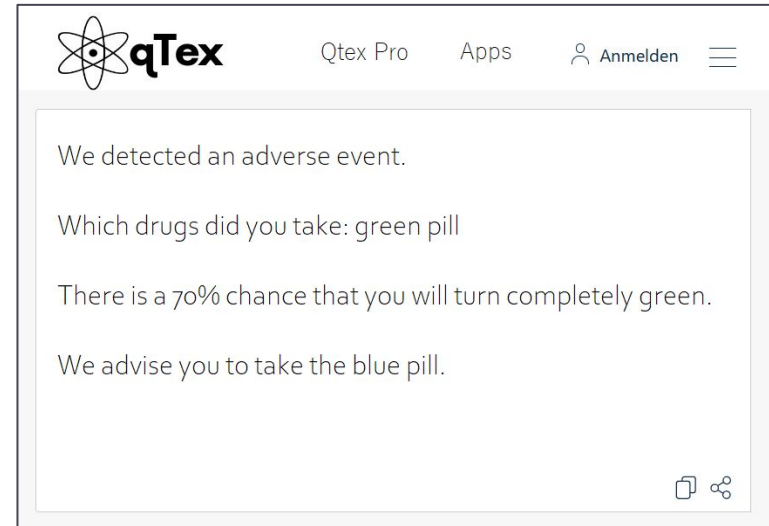
classical optimiser  
 $\{|\psi^i\rangle\}_i$

re-adjust variables  $\{\delta\alpha^i, \delta\beta^i, \dots\}_i$

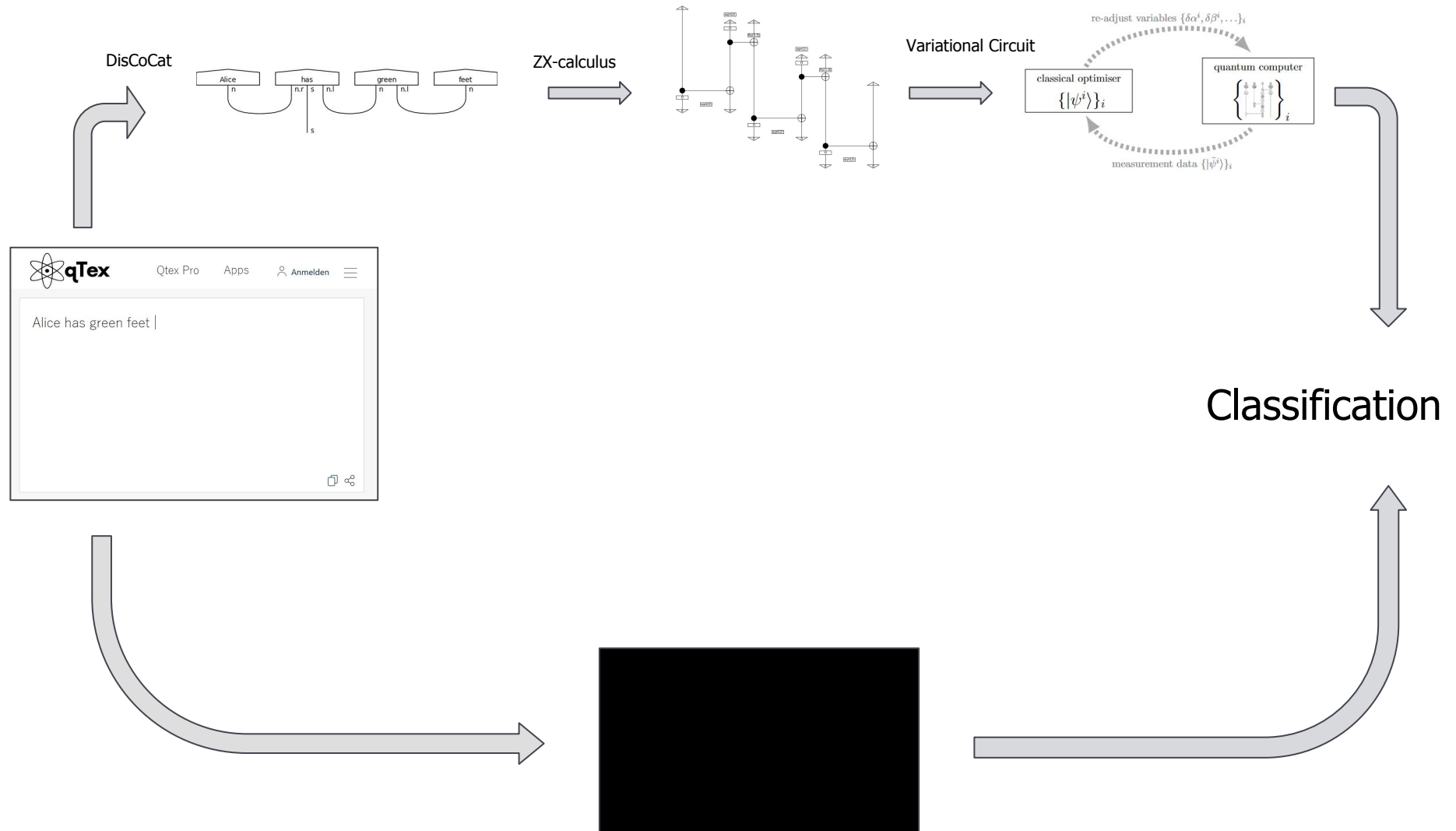
quantum computer  
 $\left\{ \begin{matrix} \psi_1 \\ \vdots \\ \psi_n \end{matrix} \right\}_i$

measurement data  $\{|\tilde{\psi}^i\rangle\}_i$

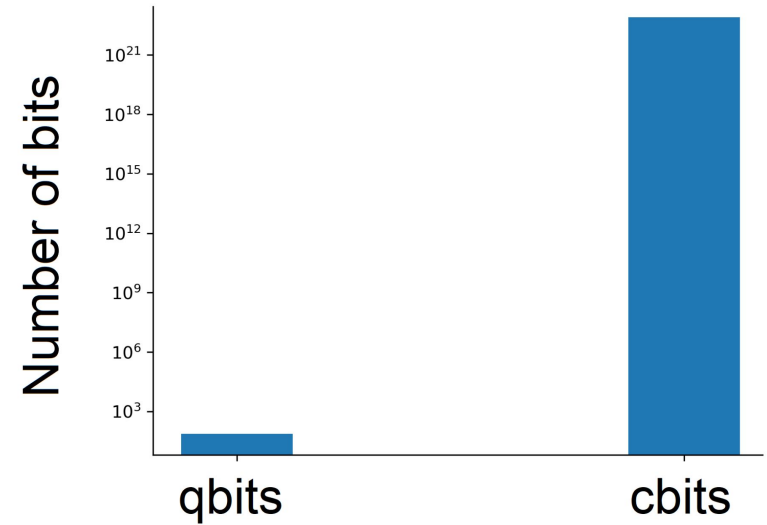
Classification



MERCK



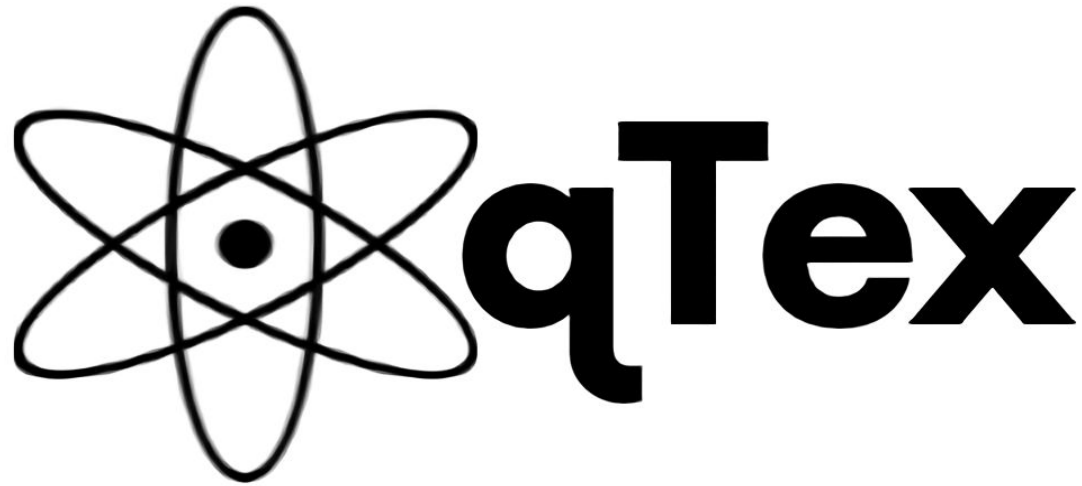
- **Quantum Nativity**
- **NISQ-friendly**
- **Proof of concept**
- **Exponential advantage in space**
- **Processing on a large scale in the future**



**2.2 million  
hospitalized  
patients**

**More than  
100,000  
deaths**





**Revenue Stream 1: B2B**

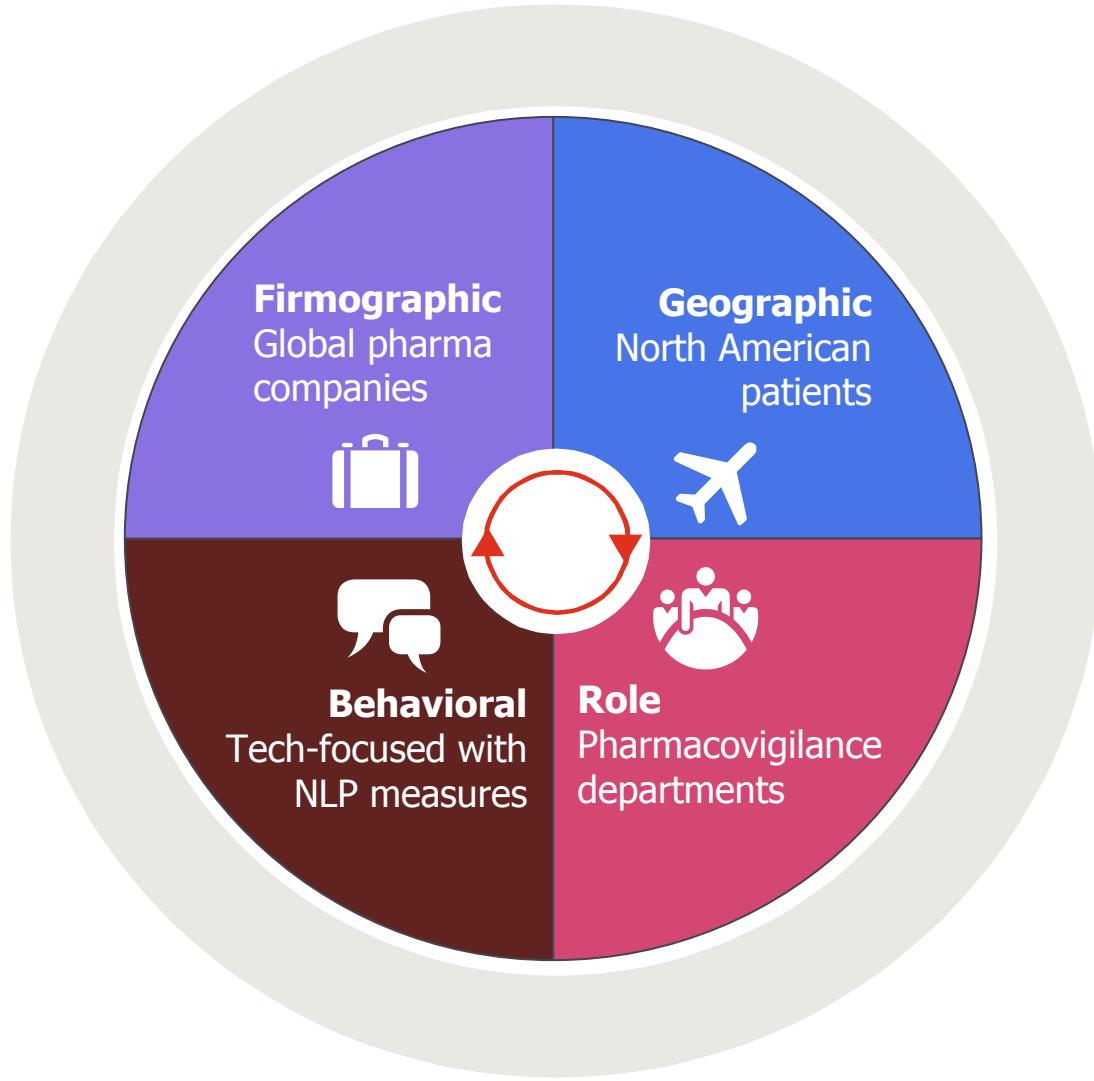
**Phase IV  
Clinical Trial  
Providers**

**Revenue Stream 2: B2C**

**Every Person  
using the  
Internet**

**Revenue Stream 3: B2B**

**Drug  
developers**



**TAM**

**\$6.3 billion**

Global pharmacovigilance  
market in 2020

**SAM**

**\$1.62 billion**

North America pharmacovigilance  
market in 2020

**SOM**

**\$163.1 million**

North America pharmacovigilance and  
drug safety software market in 2020

**Contract  
Outsourcing**

**2020:  
59.24%**

**Phase IV**

**2020:  
75.61%**



# Customer profiling - Revenue Stream I

## Customer

- Clinical Trial Providers
- Pharma Safety Departments

## Pricing

- The entire Phase IV trial data collection pipeline
- Areas of focus
- What will our customers pay?

ETA: Q4 2022

# Customer profiling - Revenue Stream II

## Customer

- Individual consumers

## Pricing

- Leverage qNLP to provide superior AE feedback
- Areas of focus
- What will our customers pay?
- Freemium Model

ETA: Q3 2023

# Customer profiling - Revenue Stream III

## Customer

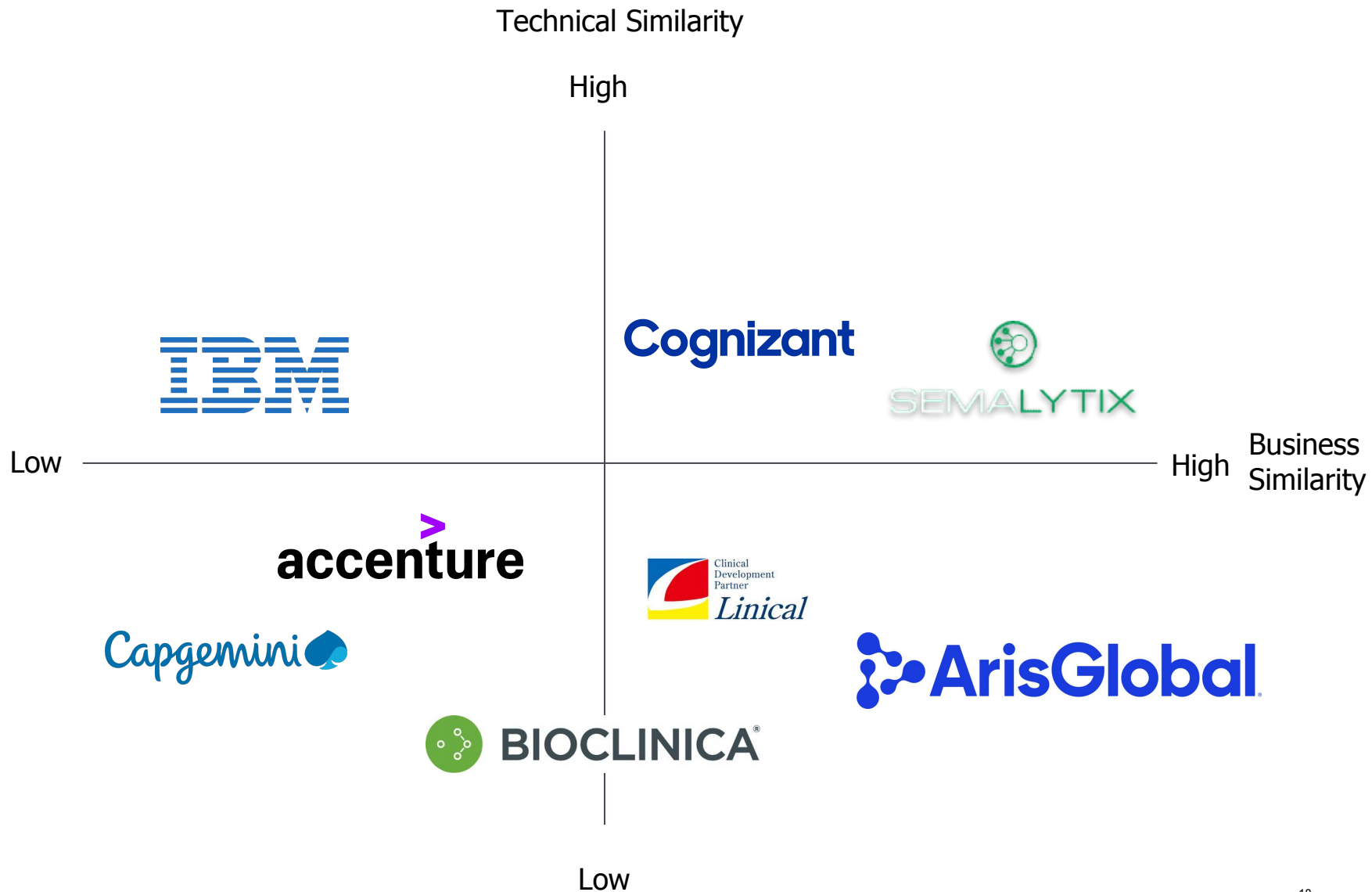
- Drug Developers
- Pharma Safety Departments

## Pricing

- Leverage scale to help improve guidelines & medicine
- Areas of focus
- What will our customers pay?
- Consulting & Fixed Fees

ETA: Q3 2025

# Positioning



# Competitor Analysis



**Goal:** Quantum based platform, focused on logging Adverse Events

**Goal:** AI based platform, interpreting patient experiences, AE events