



Università
Ca' Foscari
Venezia



ARZANIYA



BCC
Innovation
Festival
2023

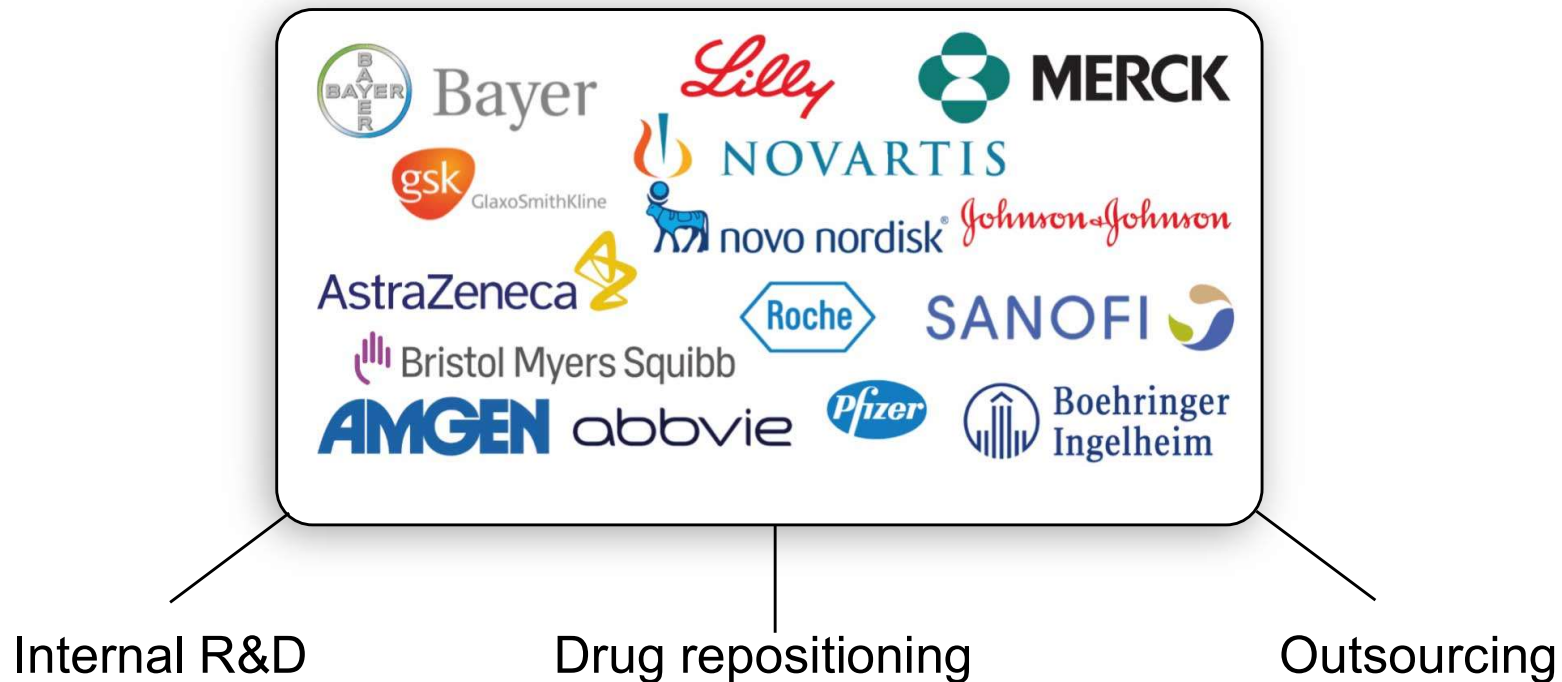


ETM
VENTURES

Milan, 29.11.2023

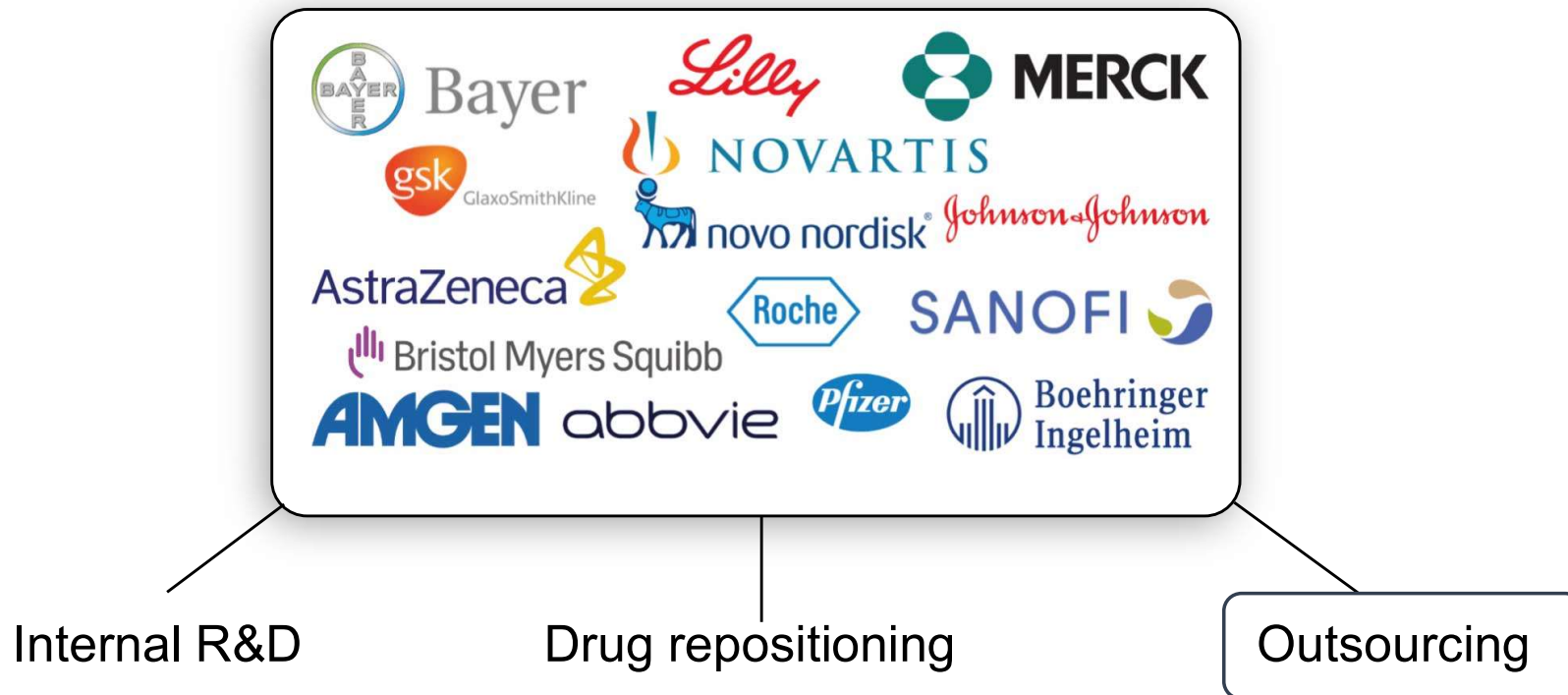
New drugs discovery process

How are new drugs discovered ?



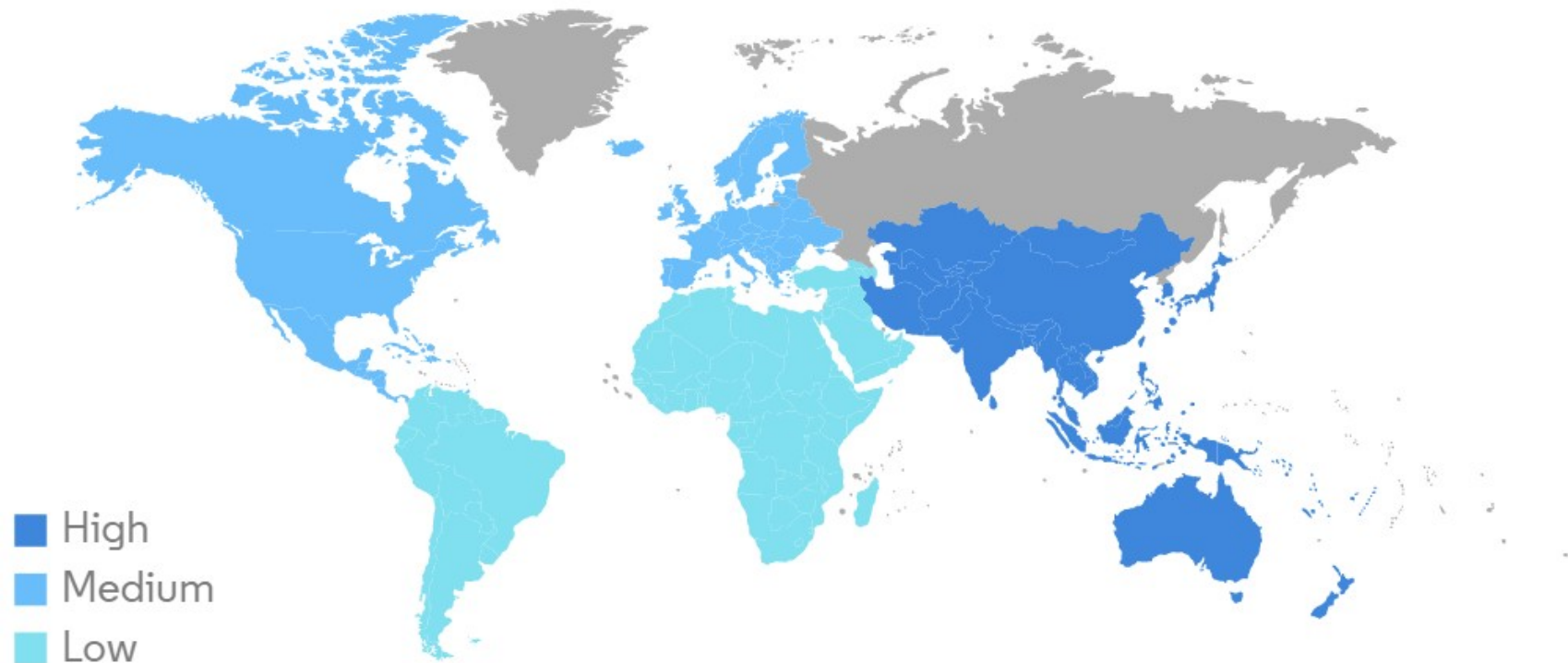
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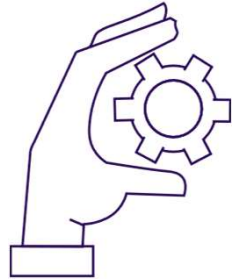


New drugs discovery process

Drug Discovery Outsourcing Market – Growth Rate by Region



Limitations of drug discovery outsourcing

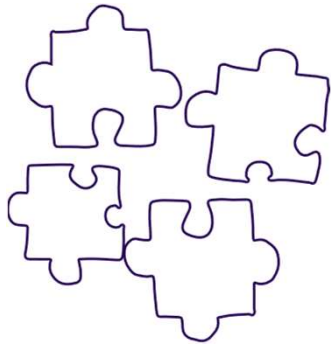


Loss of control

Limitations of drug discovery outsourcing

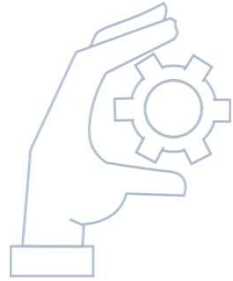


Loss of control



Lack of compatibility

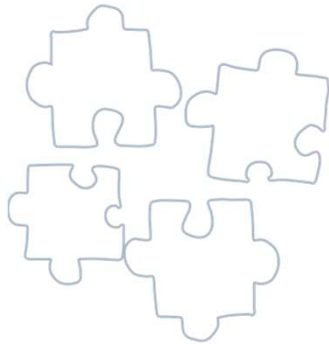
Limitations of drug discovery outsourcing



Loss of control



Dissatisfaction with current outputs



Lack of compatibility

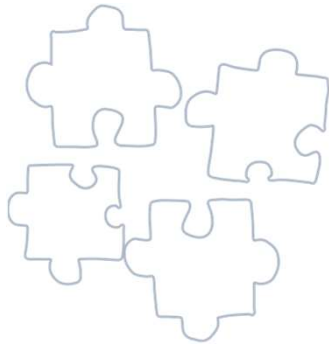
Limitations of drug discovery outsourcing



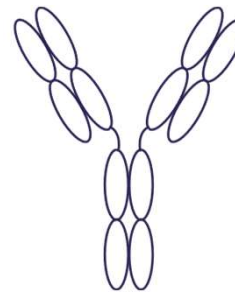
Loss of control



Dissatisfaction with current outputs



Lack of compatibility



Only specific types of biomolecules

Arzanya: innovative biotechnological platform



«*Arzanà*»: «*arsenal*» of
billions of different biomolecules

Arzanya: innovative biotechnological platform



- **High control** over the drug discovery process

«*Arzanà*»: «*arsenal*» of
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Arzanya: innovative biotechnological platform



- **High control** over the drug discovery process
- **Flexibility** of the platform and the biomolecules derived from it

«*Arzanà*»: «*arsenal*» of
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Arzanya: innovative biotechnological platform



- **High control** over the drug discovery process
- **Flexibility** of the platform and the biomolecules derived from it
- **Compatibility** with chemical and biotechnological processes

«*Arzanà*»: «*arsenal*» of
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Arzanya: innovative biotechnological platform

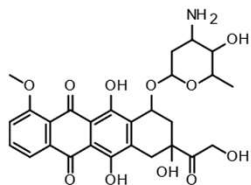


- **High control** over the drug discovery process
- **Flexibility** of the platform and the biomolecules derived from it
- **Compatibility** with chemical and biotechnological processes
- Discovery of new biomolecules with **reduced costs and time**

«*Arzanà*»: «*arsenal*» of
billions of different biomolecules

Exploring The Middle Space

small molecules



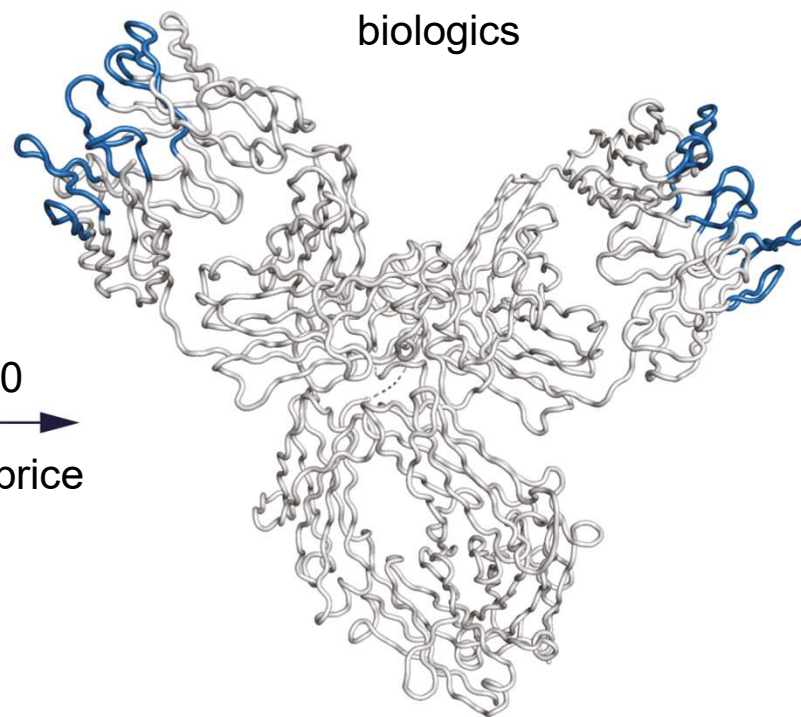
X 10
size / price

novel biomolecules

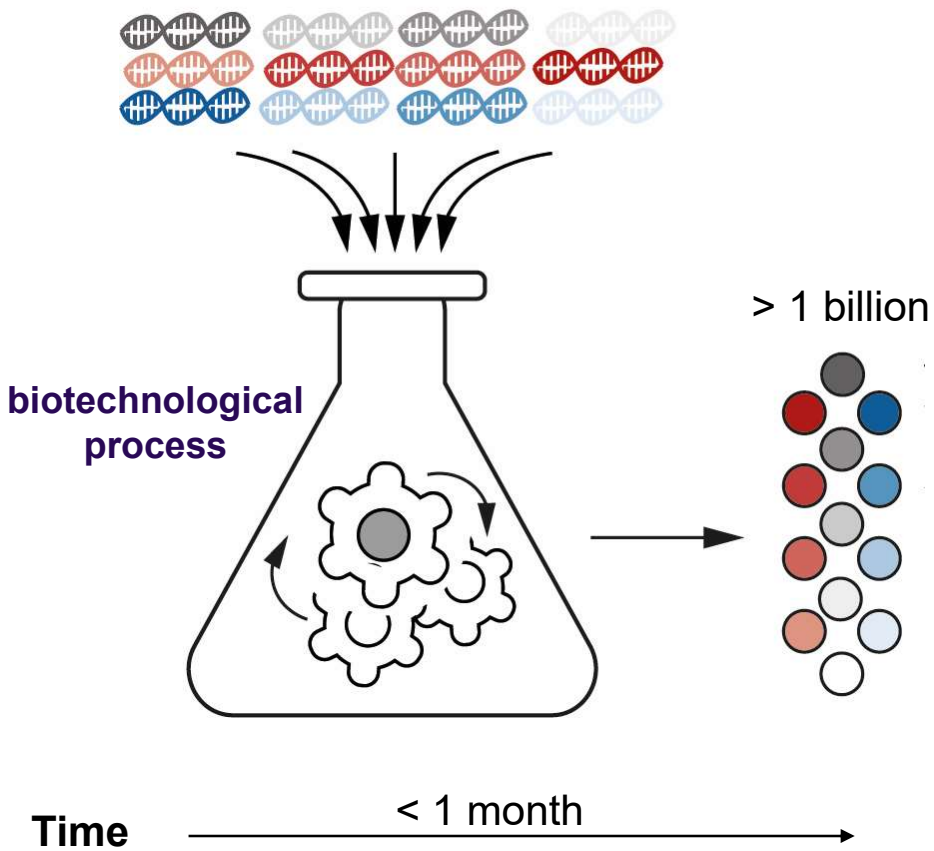


X 100
size / price

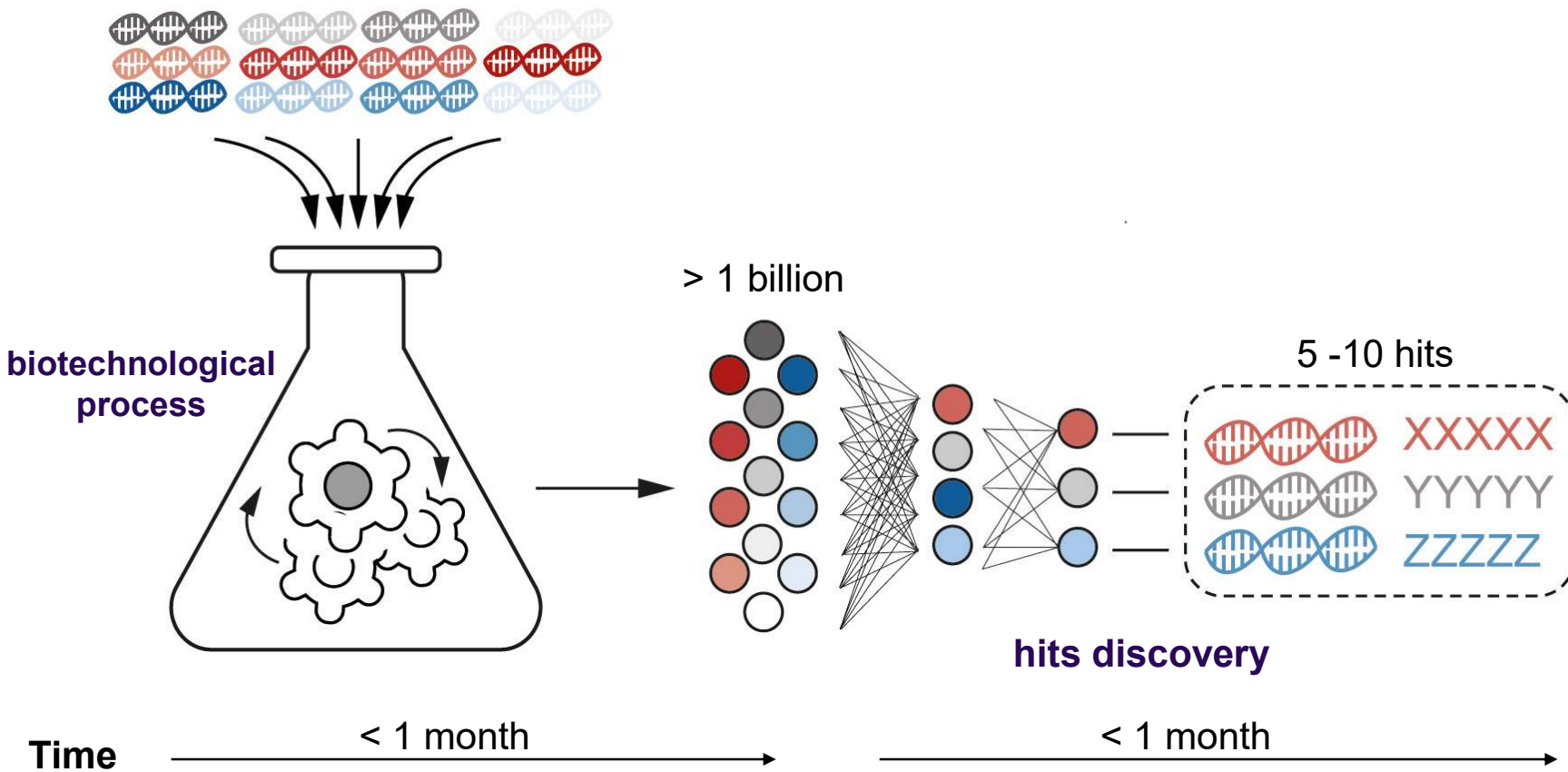
biologics



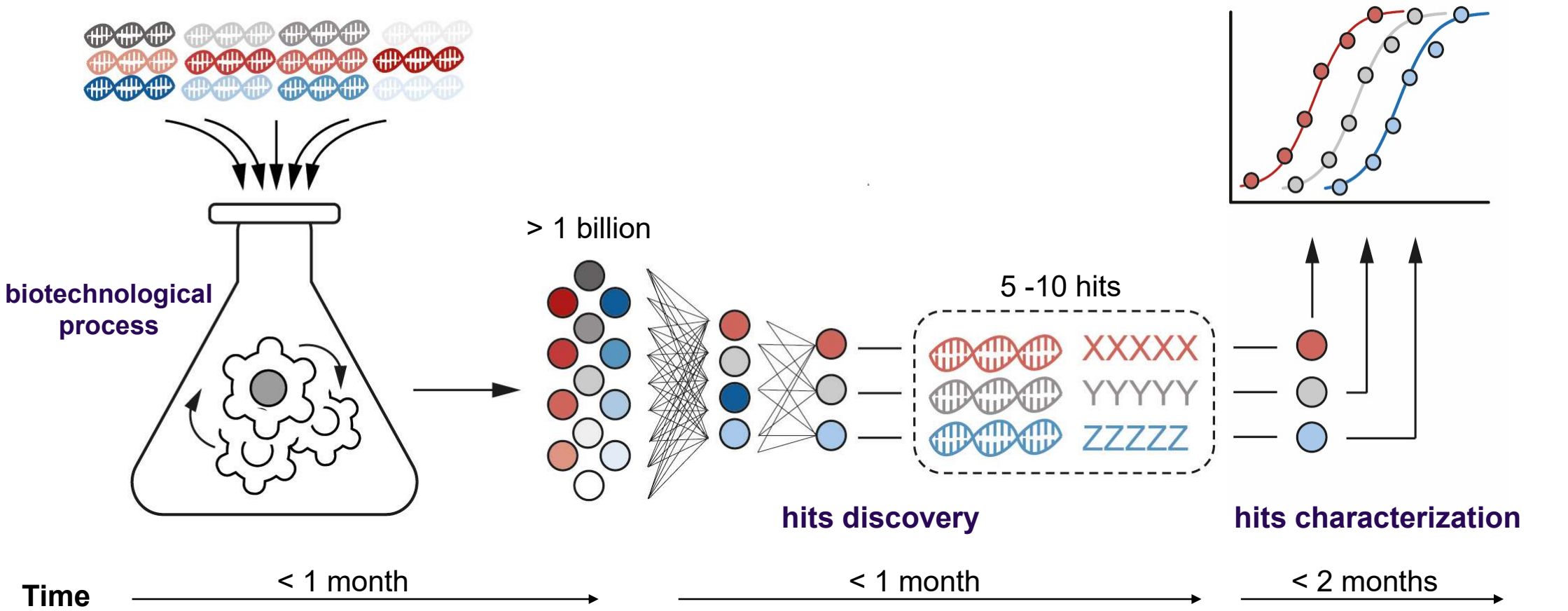
Arzanya: innovative biotechnological platform



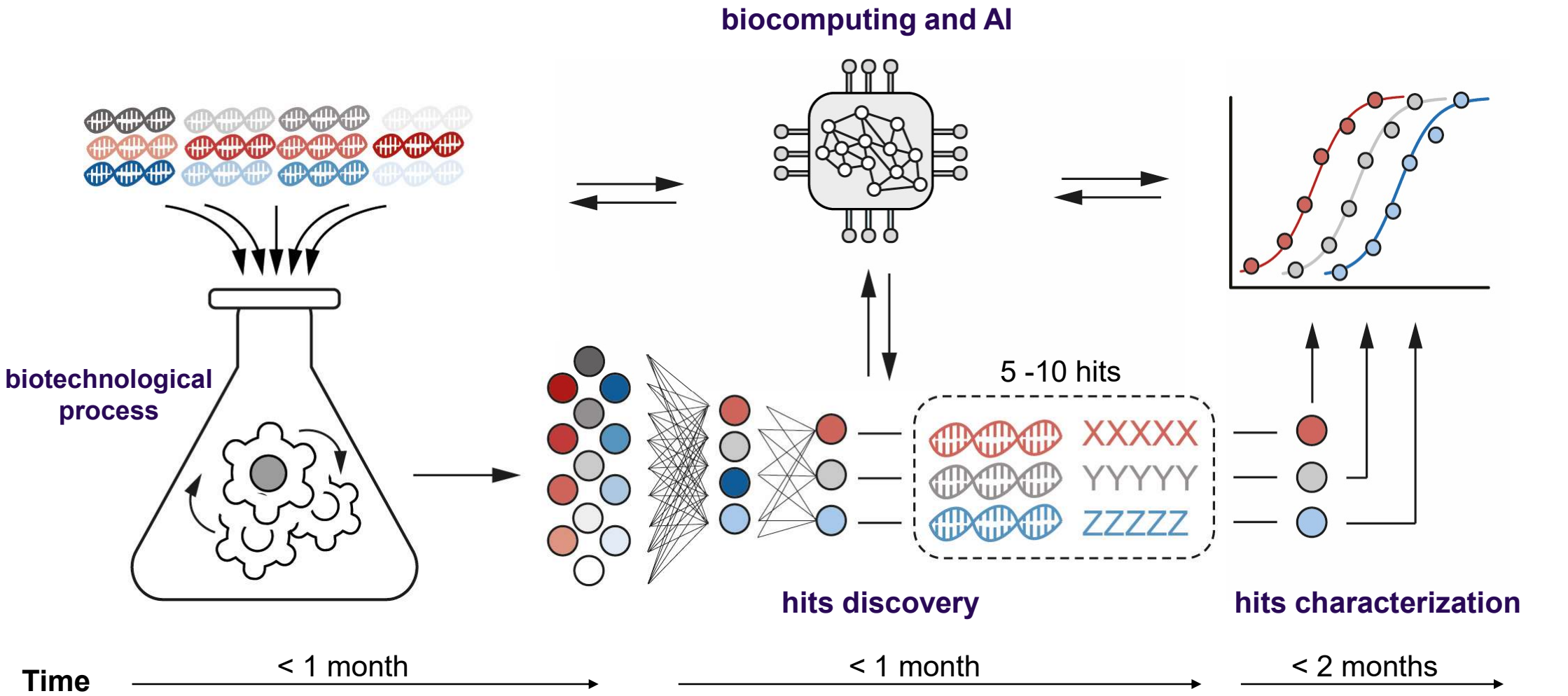
Arzanya: innovative biotechnological platform



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Arzanya: innovative biotechnological platform



Business Model

Drug discovery service
(CRO-like business model)

Shares / Royalties

full process

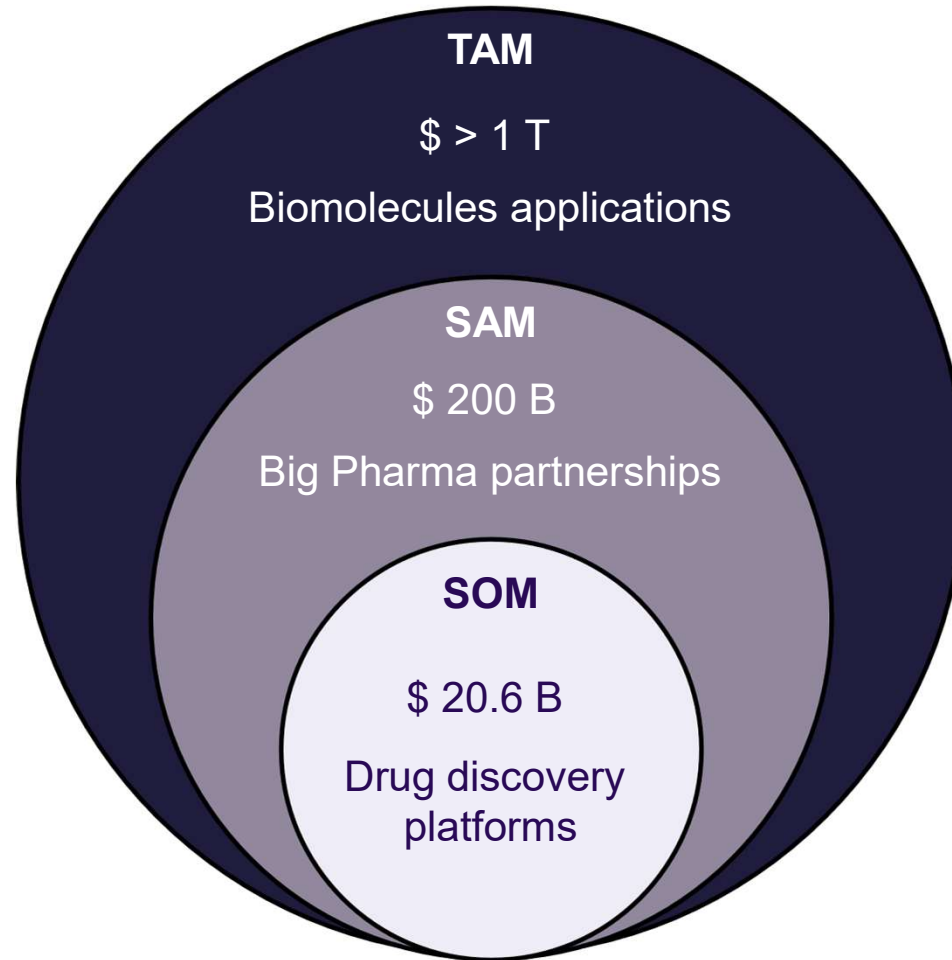
hits discovery

hits characterization

hit to lead



Market Analysis

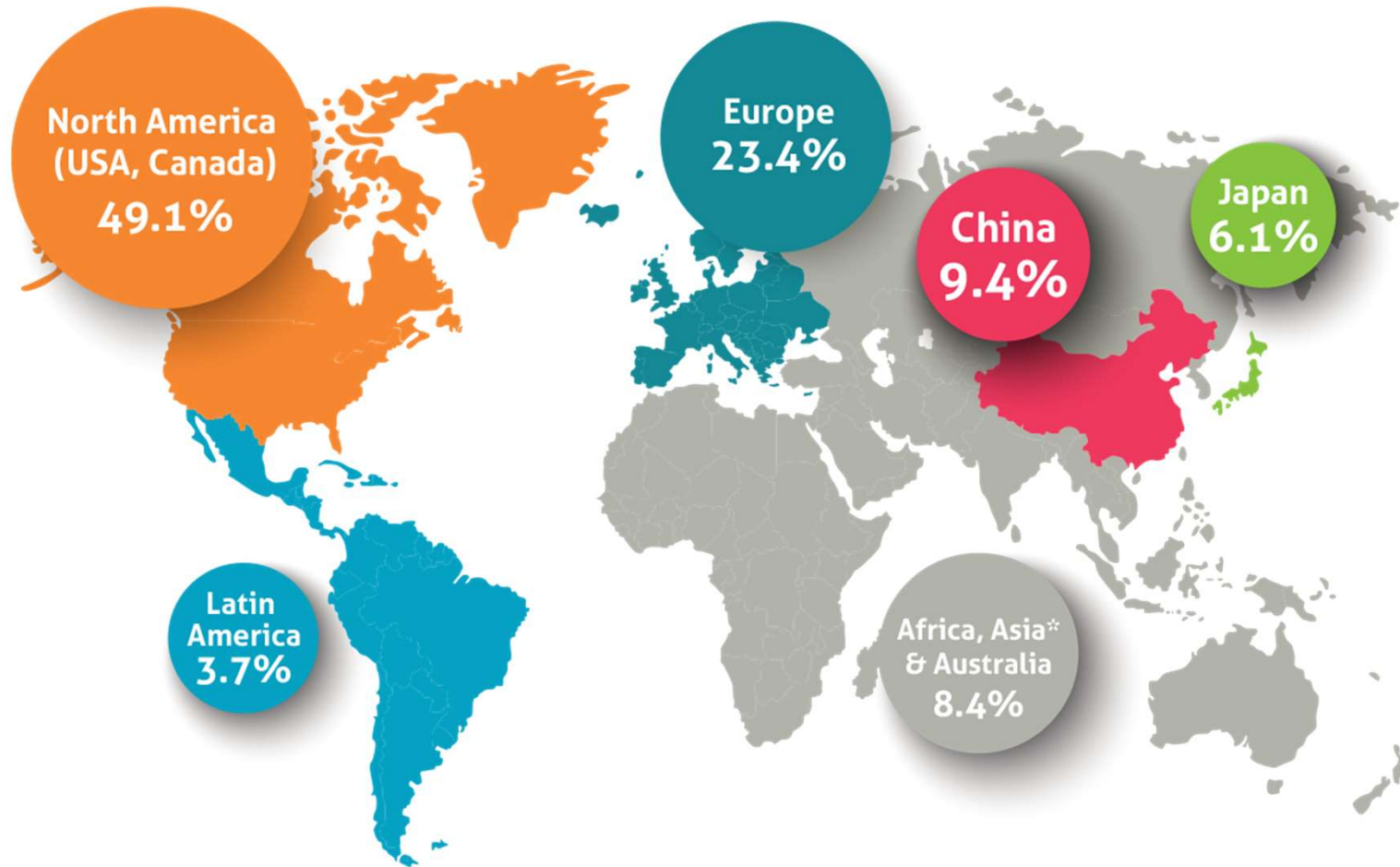


CAGR 14.9%

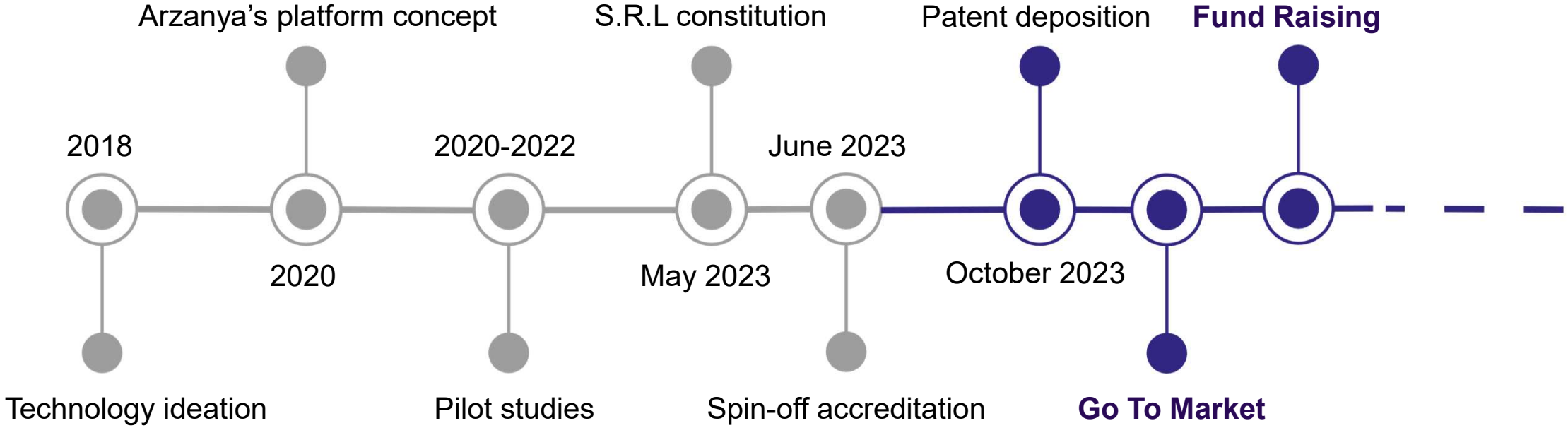
Competitors Analysis – Drug Discovery Process



Clients – main pharma companies players



Arzanya's RoadMap



Our Team



Prof. Alessandro Angelini, PhD

CSO



Sara Linciano

Scientist



Ylenia Mazzocato

Scientist



Zhanna Romanyuk

Scientist



Mariavittoria Cacace, PhD

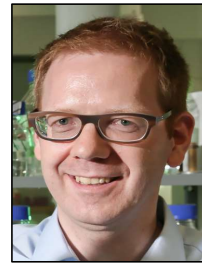
CFO

SAB (*Scientific Advisory Board*)



Prof. Dario Neri

ETH of Zurich and co-founder of *Philogen*



Prof. Christian Heinis

EPFL of Lausanne and co-founder of
Bicycle Therapeutics and *Orbis Medicines*



Prof. Michael Traxlmayr

BOKU University, Wien



Thank you for the attention!

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