



# ViewsML

*Revolutionizing drug development and cancer diagnostics using AI*

Kenneth To, PhD, MBA  
Chief Executive Officer

kto@viewsml.com  
604-505-5083

*[Confidential 2022]*

# Forward Looking Statements

*This business document has forward looking statements that require ViewsML Technologies Inc. (herein ViewsML) to make assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that our predictions, forecasts, projections, expectations or conclusions will not prove to be accurate, that ViewsML's assumptions may not be correct and that our financial performance objectives, vision and strategic goals may not be achieved.*

*These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements.*

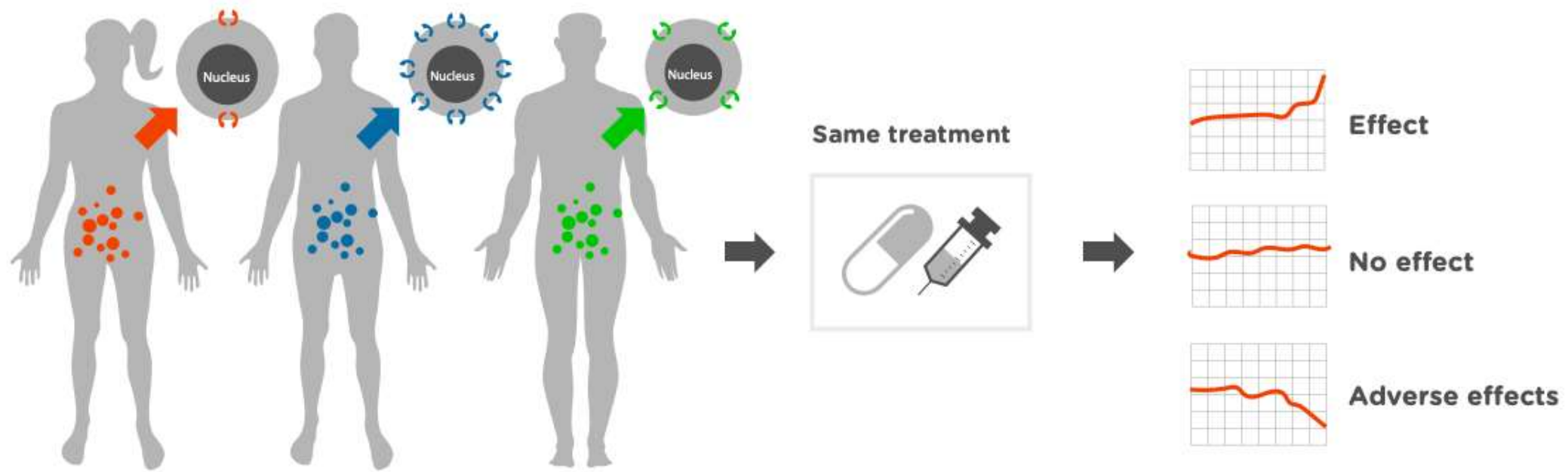
*Although forward-looking statements contained in this presentation are based upon what management of ViewsML believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. ViewsML undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.*

# Immunohistochemistry (IHC) is Indispensable to Cancer Drug Development and Clinical Diagnosis



## Traditional Medicine: Same treatment for all

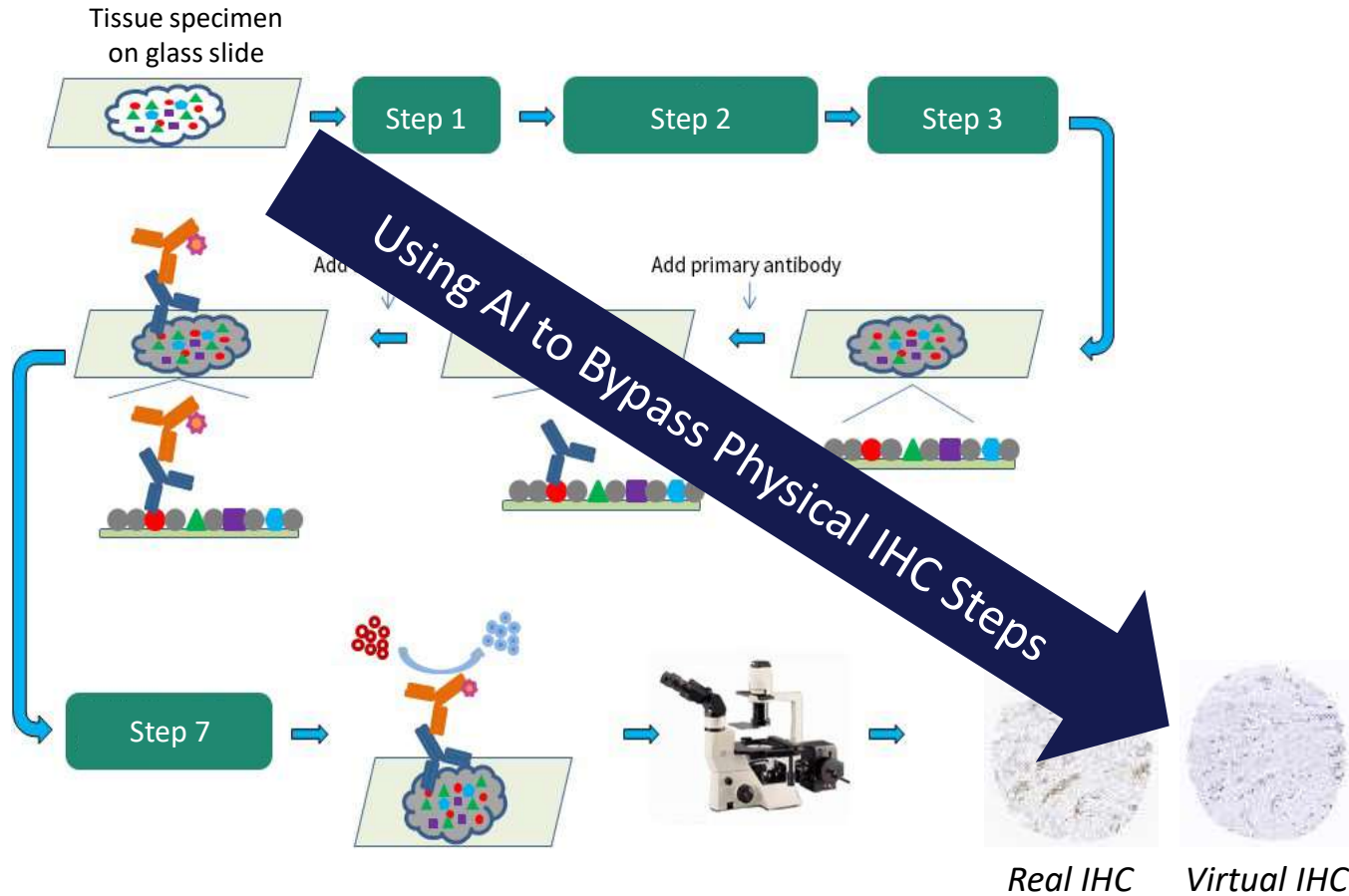
For example, breast cancer patients would receive the same therapy despite individual genetic differences



**Precision Medicine: Tailoring treatment to the individual, where biomarkers identify such genetic differences**

*- IHC is the lab process used to detect biomarkers -*

# ViewsML Uses AI Machine Learning to Virtualize IHC, Reducing This Process To Mere Seconds



- IHC used by biopharma and diagnostic labs
- IHC process takes 6-24 hours
- Charge per slide: USD\$50-100
- Expensive \$100K+ equipment used
- Requires human technical expertise
- Results vary between labs

# IHC is a \$8.8B Market<sup>1</sup>, Indispensable to Cancer Drug Development and Clinical Diagnosis



\$6.9B



## Biotech/Pharma

- > Therapeutic companies
- > Companion Diagnostic companies
- > Contract Research Organizations
- > Antibody Manufacturing Companies



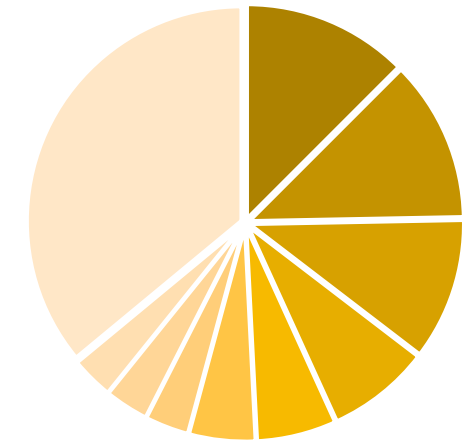
\$1.9B



## Clinical Diagnostics

- > Hospital affiliated labs
- > Private diagnostic labs

Worldwide Cancer Data,  
By Incidence Rate



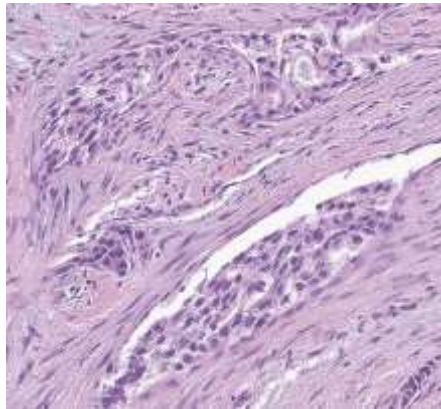
- |                |                      |     |
|----------------|----------------------|-----|
| ■ Breast       | ■ Lung               | 43% |
| ■ Colorectal   | ■ Prostate           |     |
| ■ Stomach      | ■ Liver              |     |
| ■ Cervix uteri | ■ Oesophagus         |     |
| ■ Thyroid      | ■ Other (24 Cancers) |     |

<sup>1</sup> Company analysis, [Markets & Markets](#), [Vision Research Report](#)

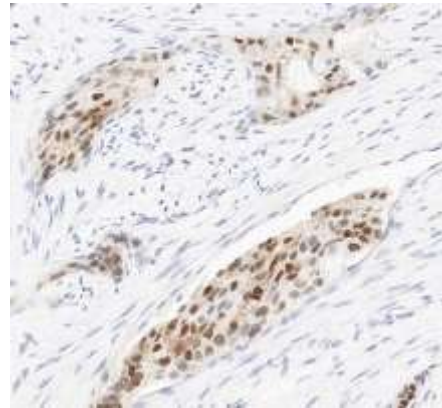
# ViewsML Already Achieving Strong Correlative Results



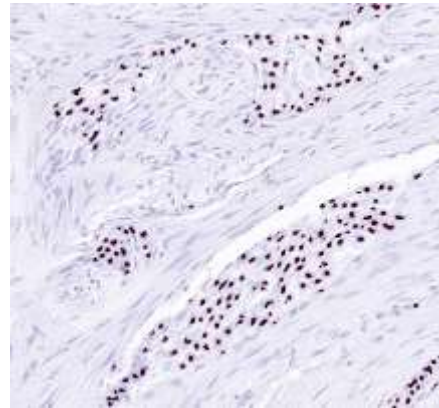
## Invasive Ductal Carcinoma, Positive for Biomarker ER



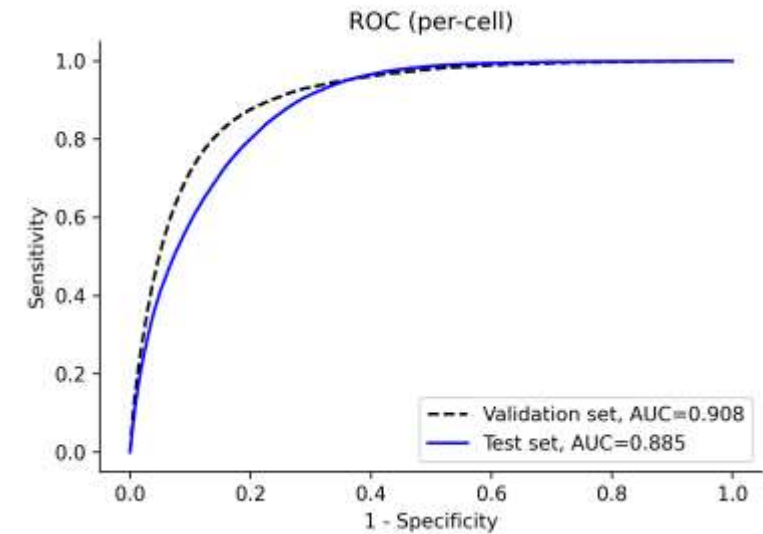
H&E Stain, Lab Processed  
Expected ER Positive



Physical IHC, Lab Processed  
Confirmed ER Positive




Virtual IHC, ViewsML  
Confirmed ER Positive



- Provides predictive spatial expression and quantification
- Eliminates time and cost constraints associated with IHC
- Preserve rare precious tissue samples through virtual IHC
- May be trained to any biomarker across any therapeutic area

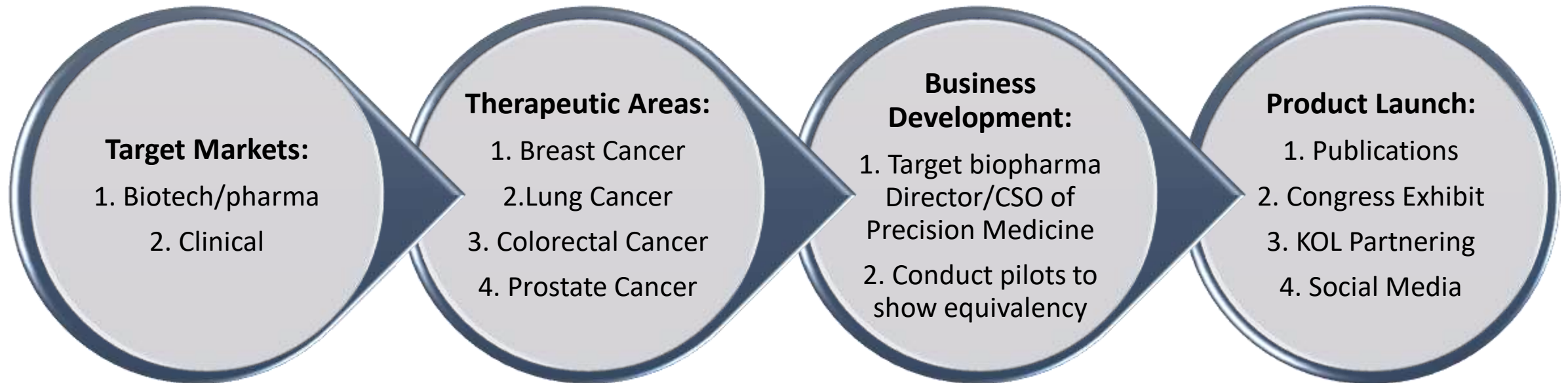
# Virtualization of IHC Represents a New Blue Ocean Technology



	 ViewsML	Pictor Labs	Paige AI	PathAI	In-House or Outsourced
Time required to perform IHC protocol	Seconds	Seconds	Seconds	Seconds	6-24 hours
No investment in lab equipment	✓	X	✓	✓	X
No investment in dedicated lab staff	✓	✓	✓	✓	X
Per cell characterization and quantification	✓	X	X	X	X
Spatial visualization of biomarker expression	✓	X	X	X	✓
“Virtual multiplexing” of different biomarkers	✓	X	X	X	X
Cost of goods sold to perform IHC, per slide	\$0	\$0	\$0	\$0	\$15-30

**Top 5 Pharma Partner: “What sets you apart is your use of AI to spatially visualize biomarker expression at the cellular level, something no other company can do” – Precision Medicine Pathology group**

# Go To Market: First in Biotech/Pharma, then Clinical Diagnostic Labs Following FDA Approval

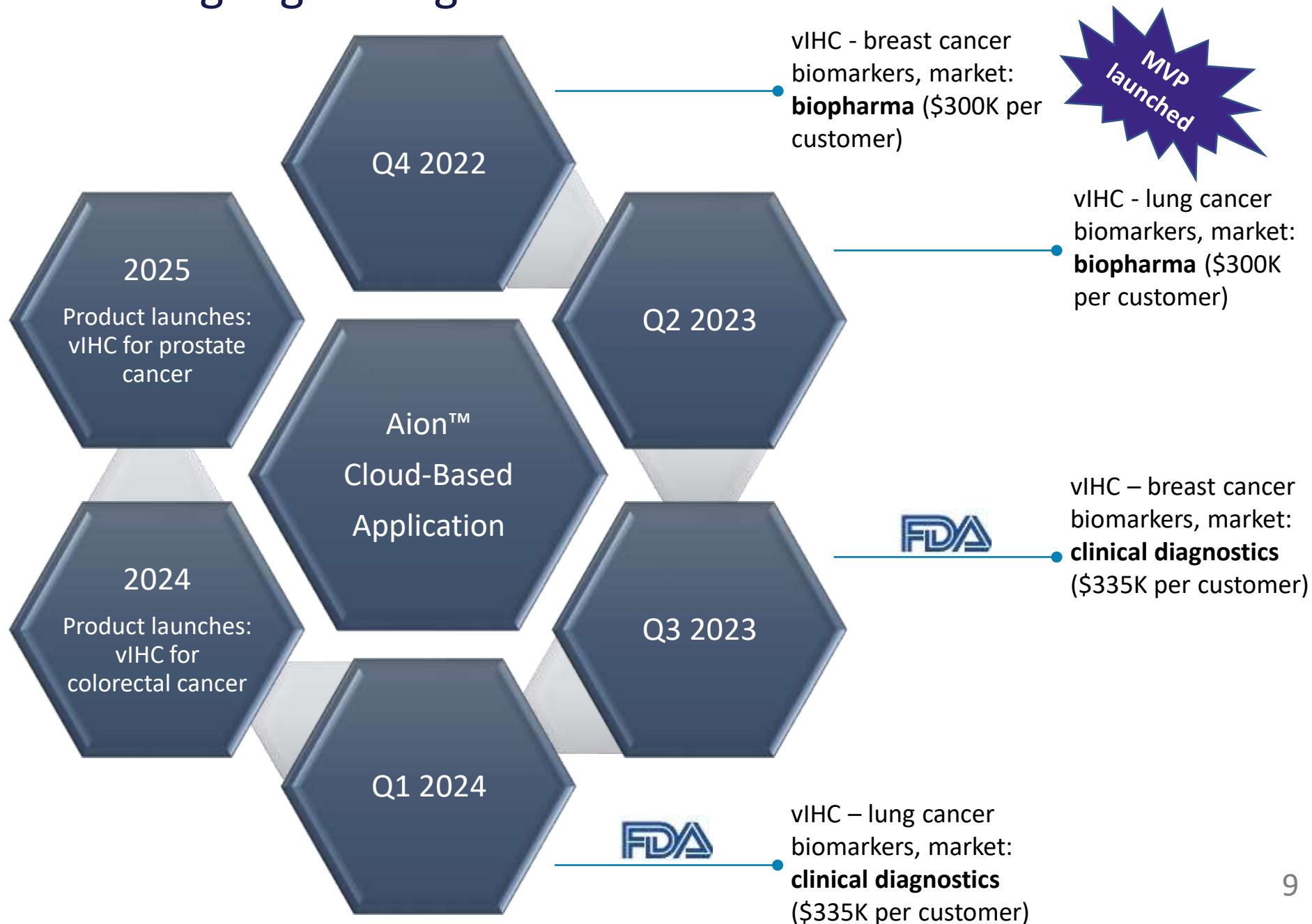


## Use cases for biotech/pharma:

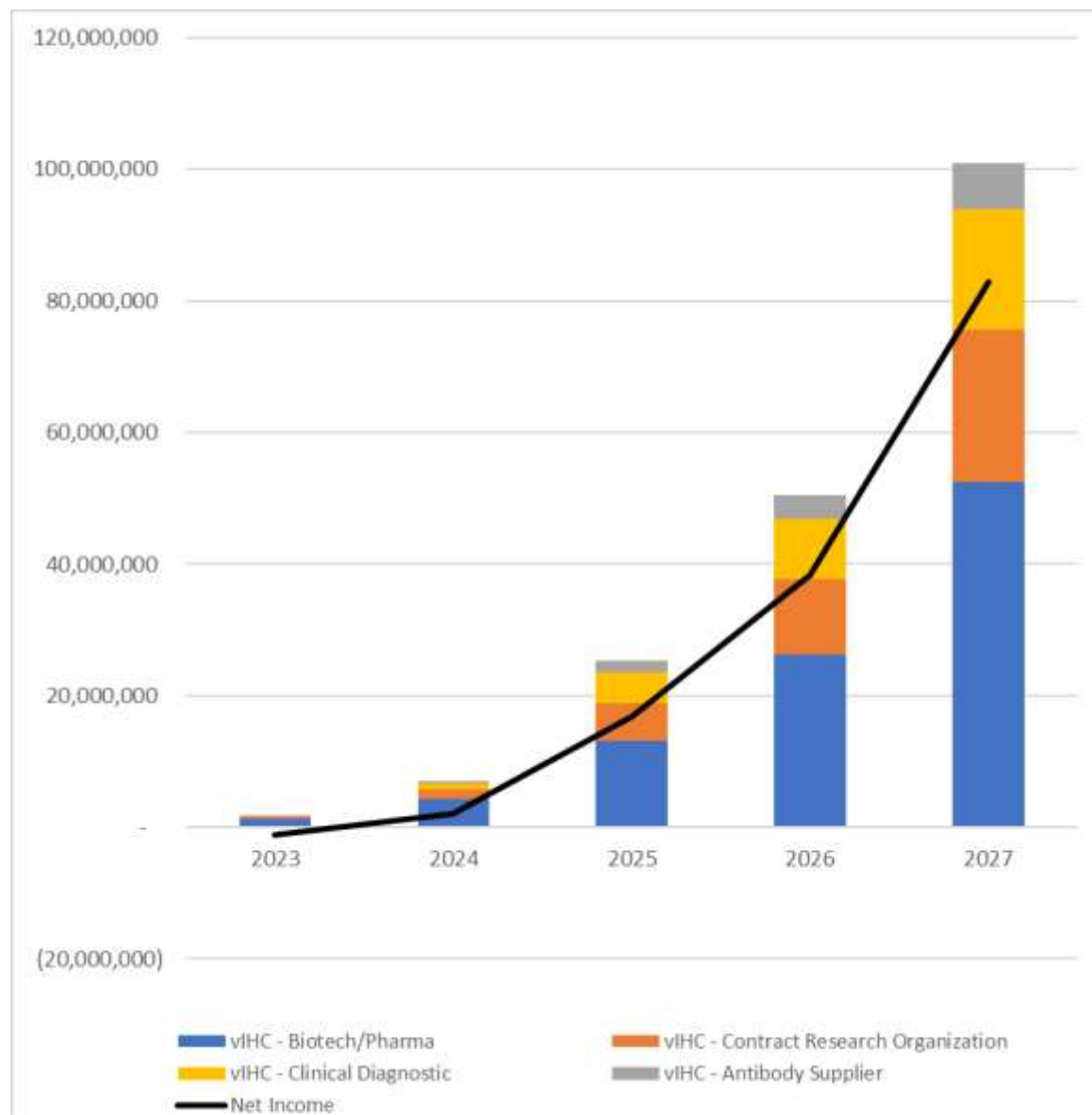
- Accelerate patient selection for clinical trials
- Virtualize novel biomarkers for companion diagnostics
- Semi-automate stain interpretation and cell counting
- Simultaneous biomarker expression via “virtual multiplexing”



# Business Model: Launching High-Margin Products on Scalable SaaS Platform



# Seeking to Raise USD\$4M for Revenue of USD\$101M by 2027

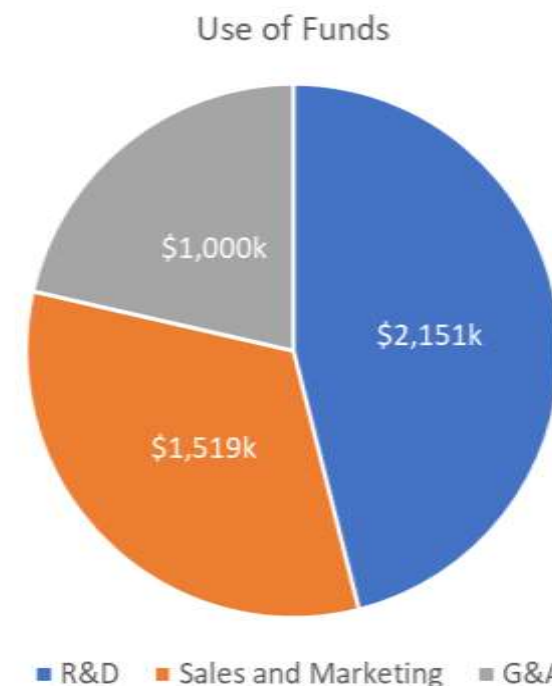


## Pro Forma:

- ✓ Software as a Service
- ✓ 2027 revenue of USD\$101M
- ✓ 96% gross margin


## Upcoming Financing:

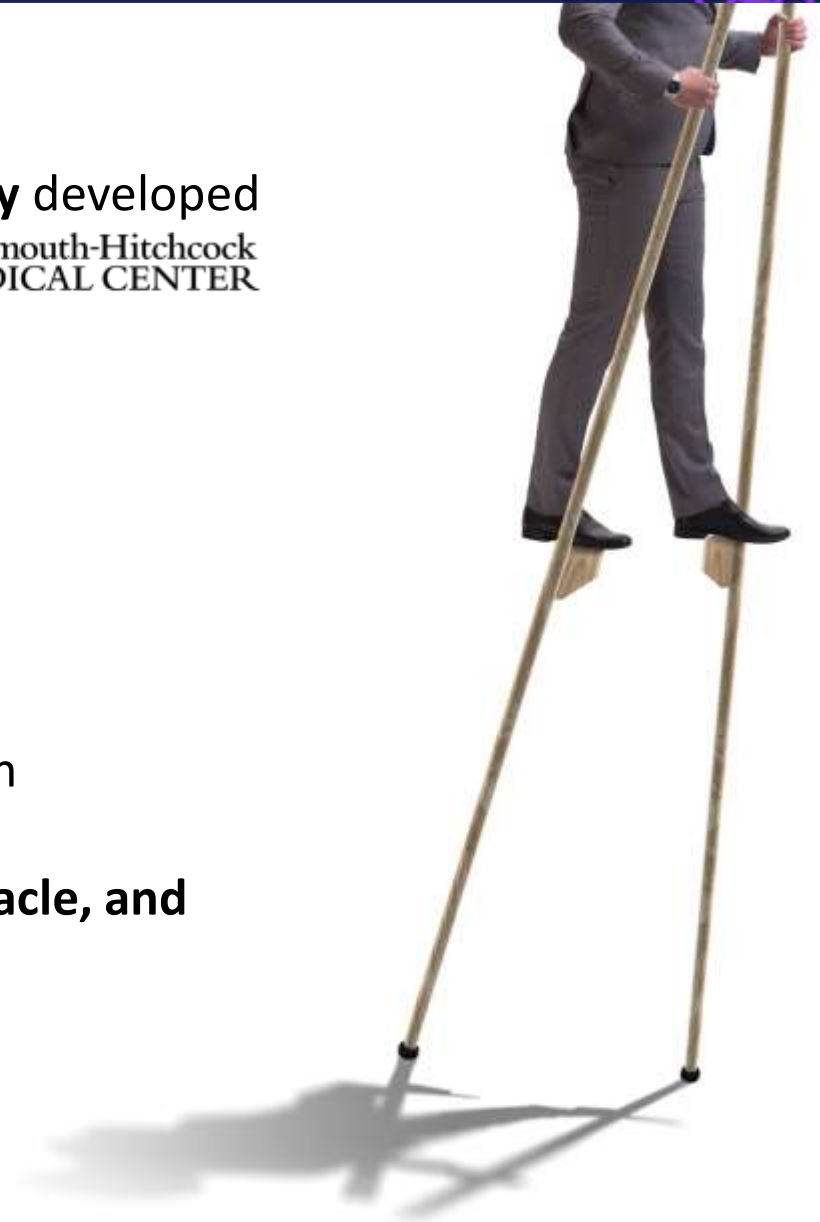
- ✓ Q1 2023 Seed - USD\$4.0M



# Traction Since Company Inception in April 2022



- In-licensed **worldwide exclusive rights to patented technology** developed by Ivy League college, Dartmouth (New Hampshire) 
- Completed USD\$220K pre-seed financing
- **Launched MVP** in October 2022
- Initiating **formal paid collaboration** with a **top 5 pharma**
- **Pipeline of 18 companies** currently exploring pilot studies with
- Founding team comprised of leaders from **Eli Lilly, Synnex, Oracle, and board-certified pathologists**



# Management Team with Deep Domain Experience and Functional Expertise



**Kenneth To, PhD, MBA**

**Chief Executive Officer**

**15+ years serial entrepreneur**

- Medical affairs, marketing, product management
- Deep scientific domain knowledge
- Eli Lilly & Co., Stemcell Technologies, Wax-it Histology Services (Co-Founder)



**Christopher Jackson, MD, MEng**

**Chief Scientific Officer**

**Co-Inventor of vIHC IP**

- Anatomic and clinical pathologist
- Massachusetts General Hospital
- MEng - McGill University, MD - Medical College of Virginia
- Expertise in AI machine learning, informatics, clinical pathology



**George Hennen, MBA, CISM**

**Chief Technology Officer**

**15+ years commercializing products**

- R&D strategy, product development, cybersecurity, AI
- Oracle, Cisco, GE Healthcare, Volvo, NASA



**Keith Jalbert, BBA**

**Chief Commercial Officer**

**30+ years sales and marketing executive**

- Sales strategy, execution, directly responsible for growing from \$300M to \$1.6B across 120 sales representatives
- Synnex, Smith Kline, Baxter, Novartis



**Rafay Azhar, MBBS, FRCPath (UK)**

**Medical Director**

**20+ years anatomical pathologist**

- Cytopathology, gastrointestinal and liver pathology
- Pathologist and Director of Digital Pathology, Singapore General Hospital
- Adjunct Professor at University of Ottawa

# Thank You



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